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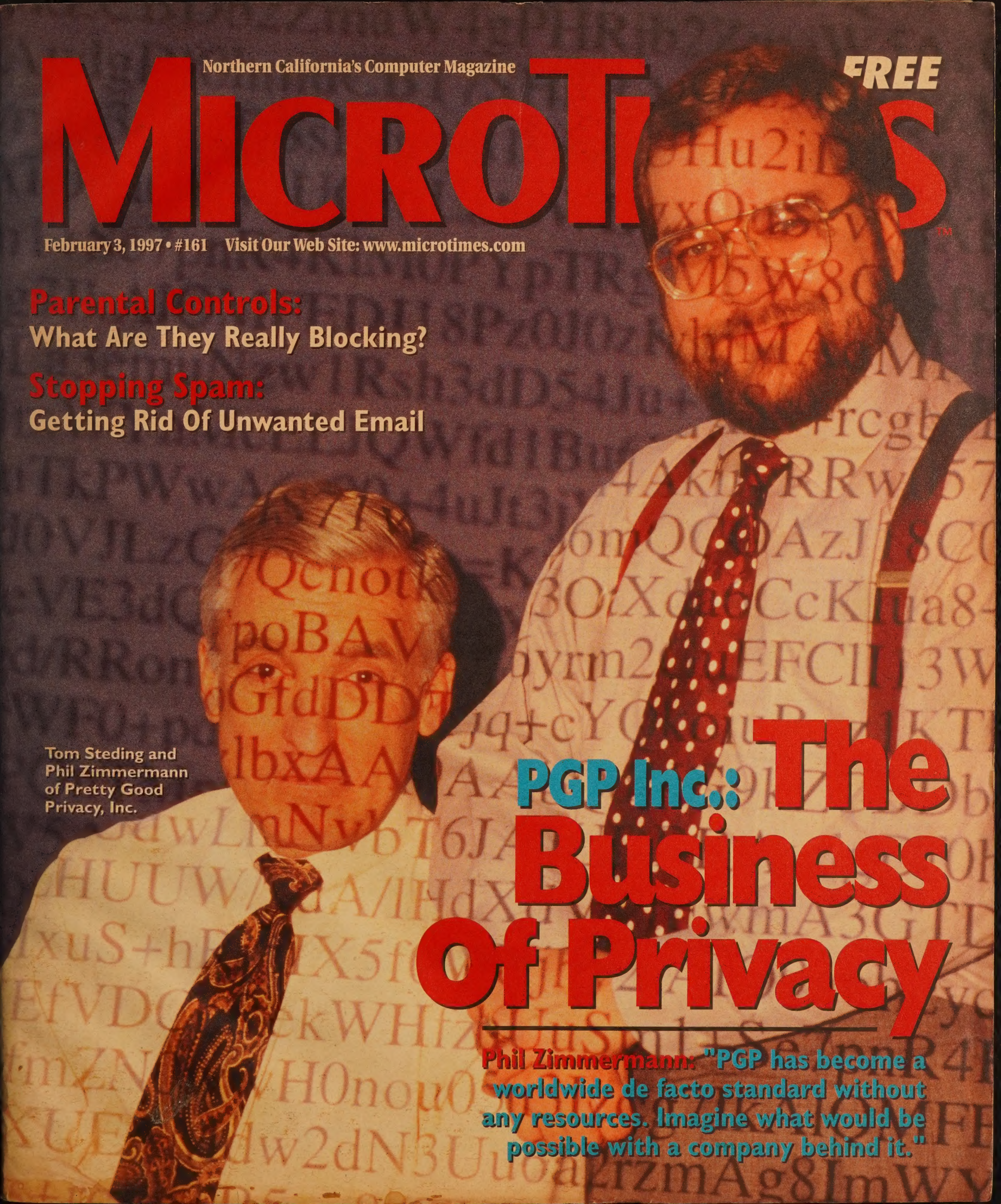

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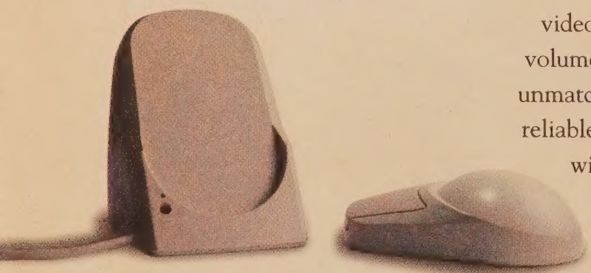

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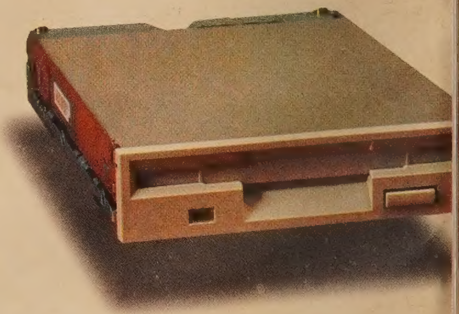

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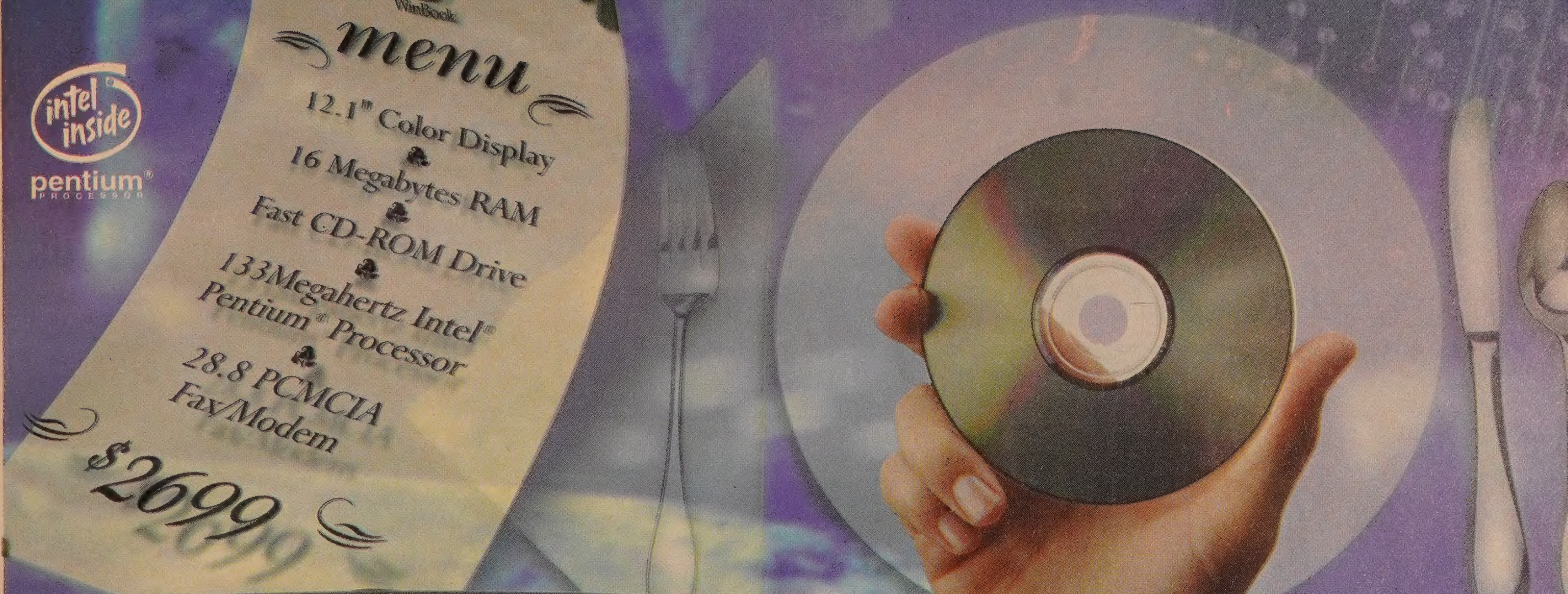

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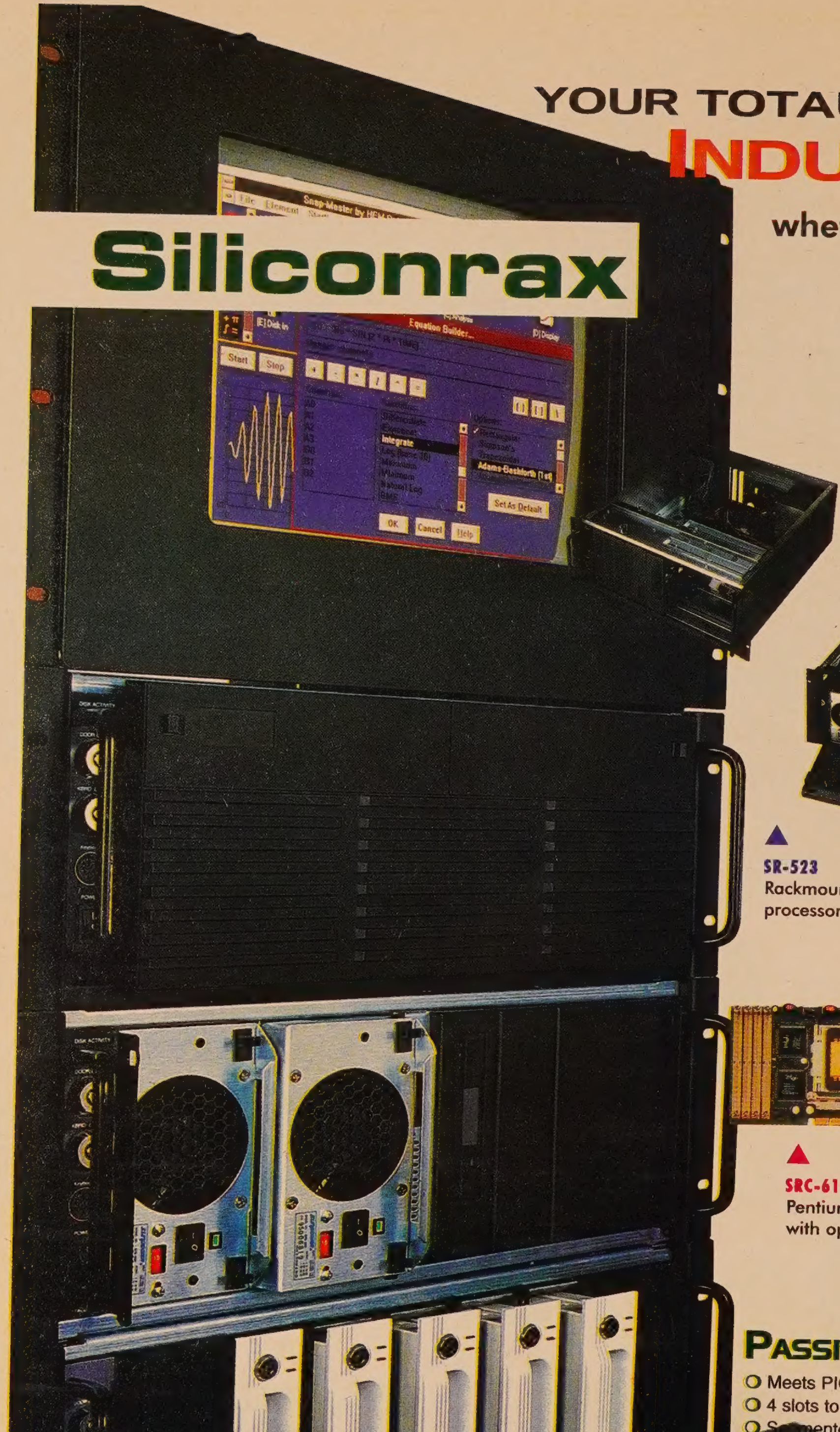

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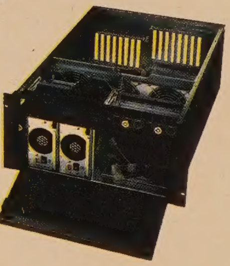

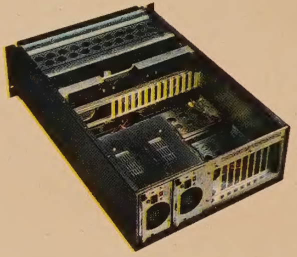

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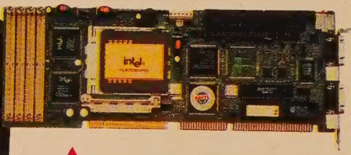

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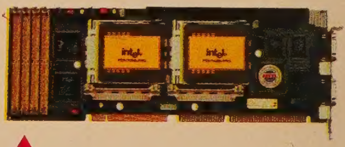

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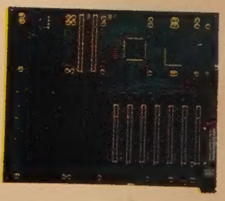

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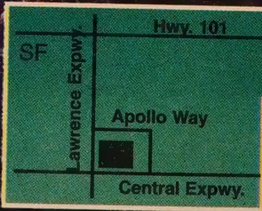

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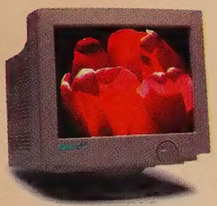

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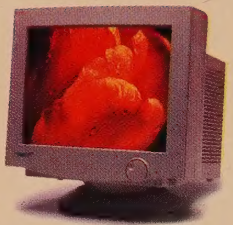

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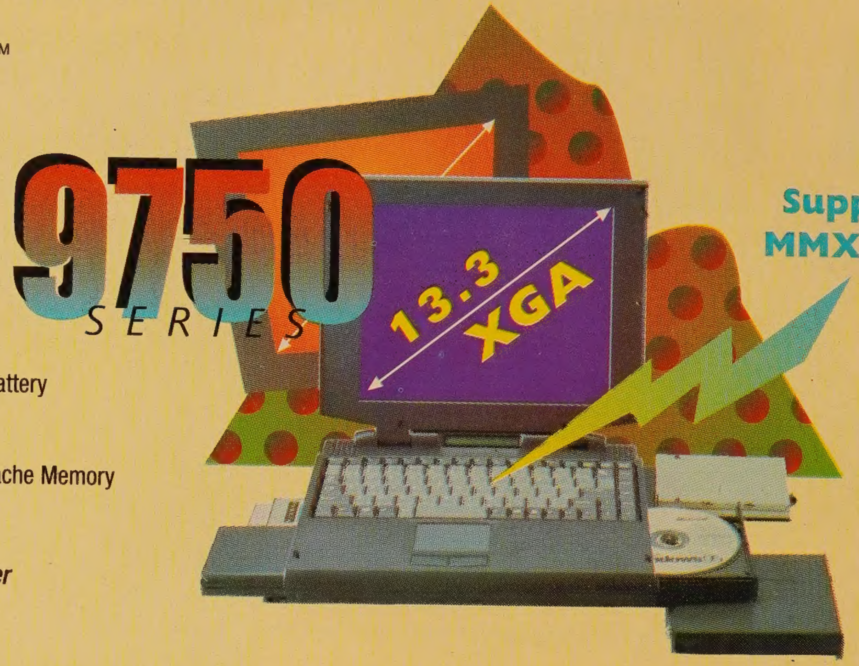

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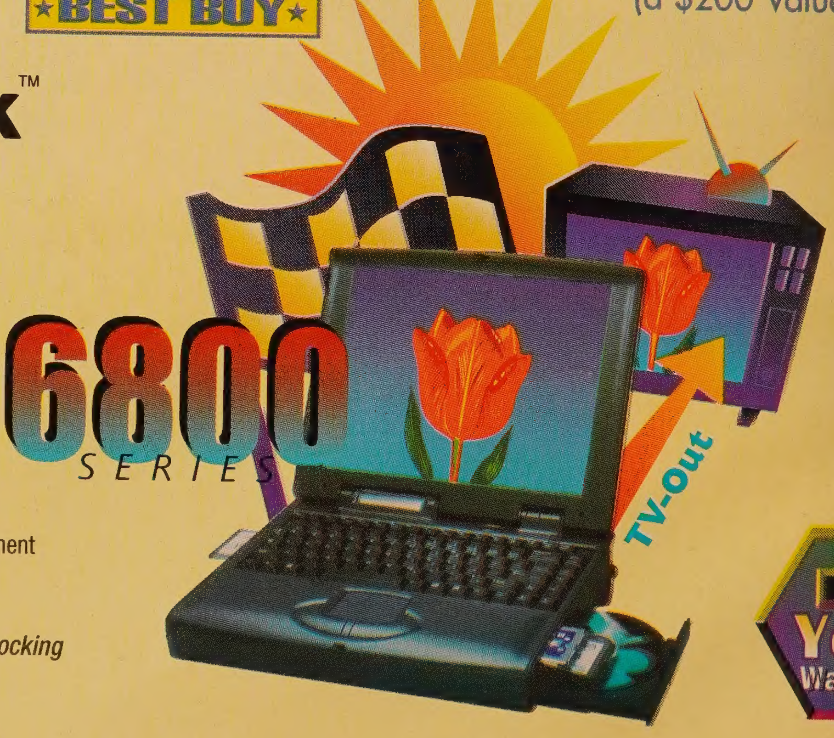

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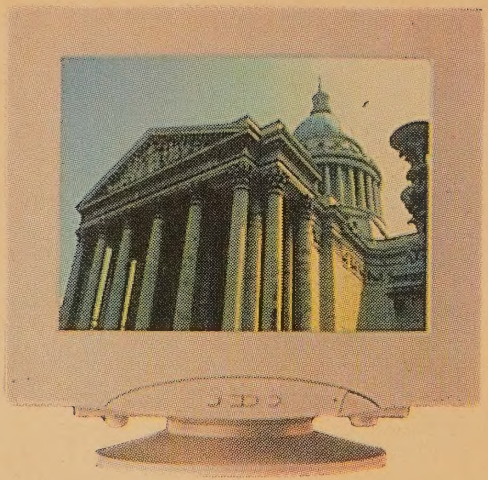

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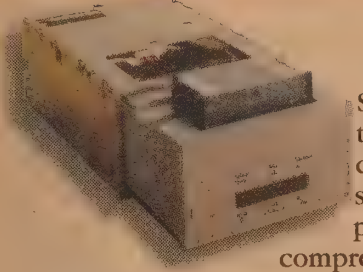

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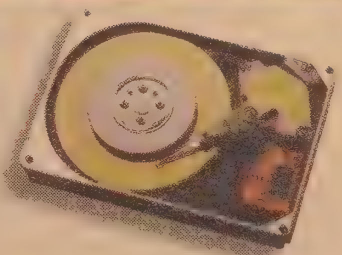

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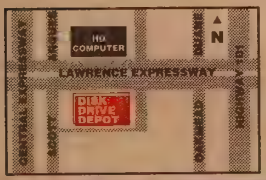

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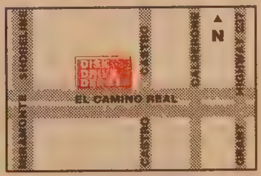

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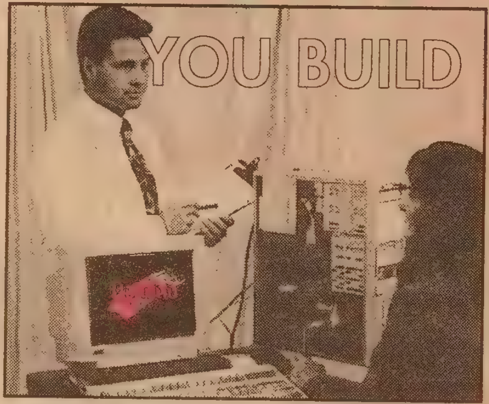

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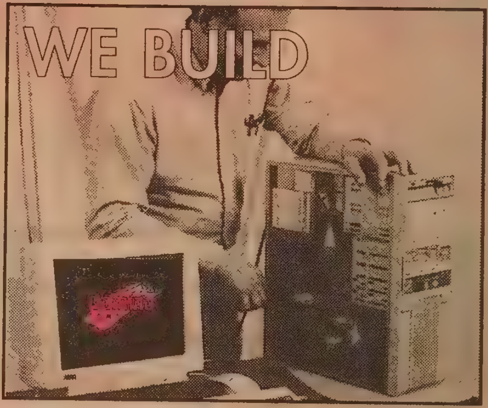

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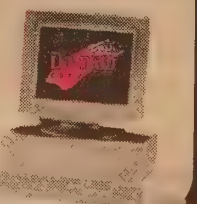
Microsoft Windows 95



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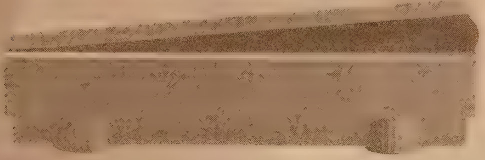

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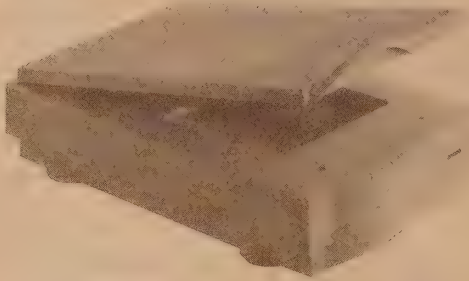

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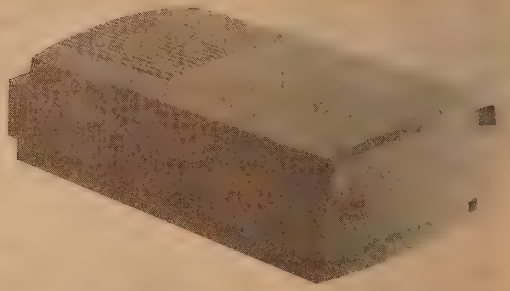

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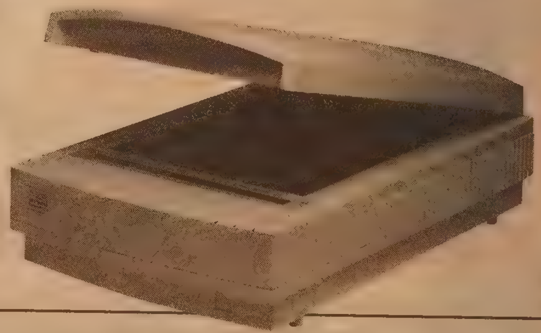

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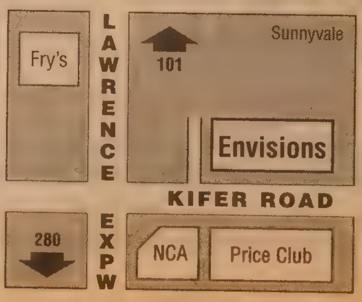

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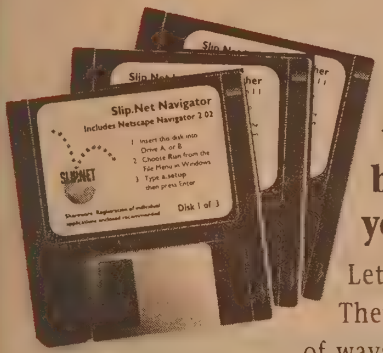
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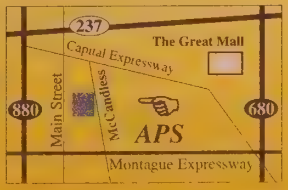

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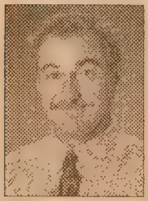
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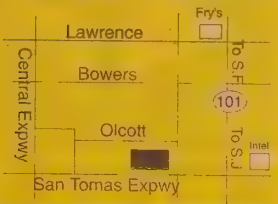

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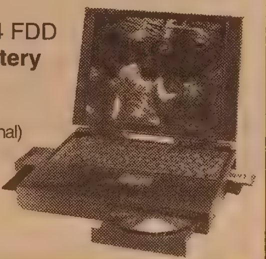

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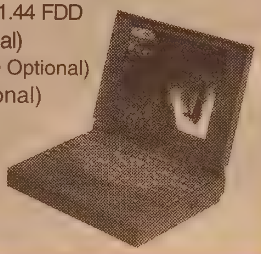

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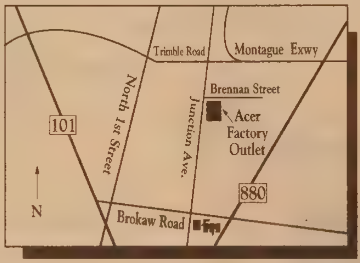

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Digital Control method
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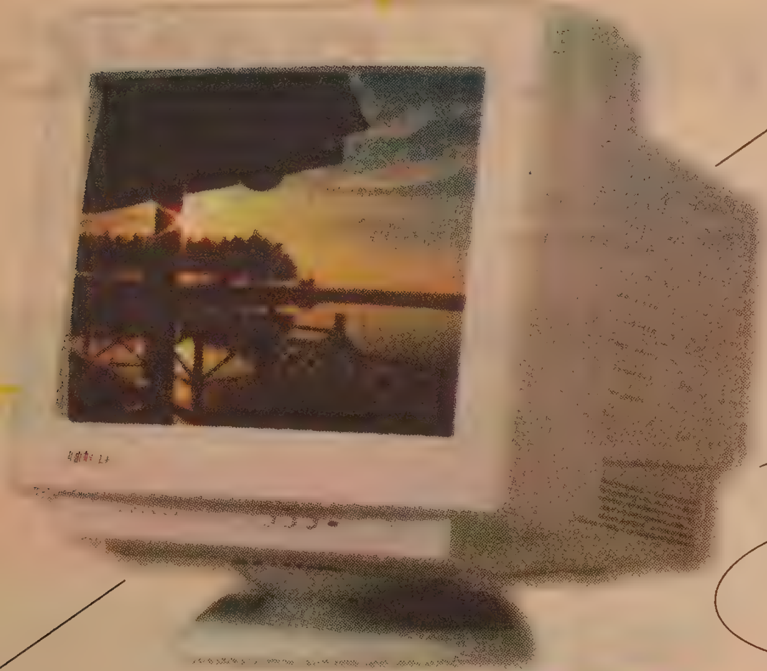

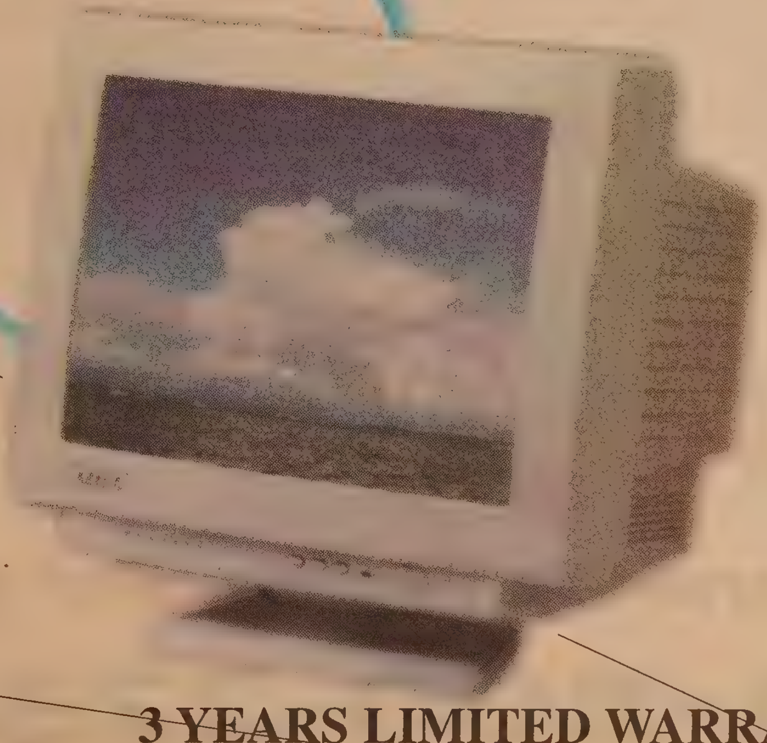

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BY PAUL HOFFMAN

Industry Insights

NC vs. PC: Preventing Premature Death Of The Network Computer Market

The Network Computer, better known as NC, will see its second round of hype and hope this year after last year's introduction that went nowhere.

Already, many computer industry pundits are claiming that there is no hope for the NC, that it is as useless as the dumb terminal was ten years ago, and that no one would want to buy one. Other people (and some companies) are still saying that this is the Next Big Thing for the computer industry and will be bigger than PCs within a few years. Both groups could be killing the NC before it gets a chance to be adopted by what will probably be a niche market (that could be a large niche indeed).

Everyone's just guessing at this point, because NCs have just now started shipping, and we won't see any significant production until much later this year. But the mere existence of NCs won't convince anyone to buy them; they'll have to prove their value over PCs or else they'll end up as just another failed attempt to usurp the Wintel monopoly. To predict that they'll become popular quickly is ridiculous, given how entrenched the PC is in our mentality; however, to predict failure before the first few years is also silly, because NCs will certainly evolve in ways that are unguessable before they've been deployed.

The Ill-Defined Beast

The first problem any new technology encounters is to define what it is; how it is different than what we have now; and why what we have now can't just transform into the new technology without having to buy new systems. The Network Computer, announced last year by a group of companies who basically wanted a piece of the market presently owned by Microsoft and Intel, is already having some identity problems, given the different players who want to make the NC "theirs."

Basically, an NC is a computer that is much cheaper than a PC because it has no hard disk, no floppy drive, and is easier to use than today's PCs. The software used on an NC gets loaded into it over a local area network each time the NC is started up. The NC's operating system, if you can call it that, is a Java virtual machine, and all the programs that get loaded onto the NC are Java programs. The idea is that there are many people who have PCs sitting on their desks who use them for only a small number of tasks, and those tasks don't require the expensive hardware in the PC, nor the time it takes to train the person just to use the system.

> THE MYTH THAT MODULAR TOOLS WILL ENABLE PROGRAMMERS TO CREATE USEFUL SOFTWARE, TAILOR-MADE FOR INDIVIDUAL USERS OR DEPARTMENTS, AT COSTS LOWER THAN COMMERCIAL SOFTWARE, HAS BEEN AROUND FOR AT LEAST A DECADE. UNFORTUNATELY, THIS HAS NEVER BEEN THE REALITY.

Thus, the cost savings for NCs come from two areas: lower initial cost due to cheaper hardware, and lower lifetime costs due to lower training and software costs. If you can reduce these expenses, the NC becomes attractive to corporations when they have to replace PCs or when they want to put computers on the desks of more employees who do not need to use them much. You can buy a low-end PC, including a monitor, for $1000; it will take a lot to convince people to buy an NC, including a monitor, for only 25% less.

The Real Hurdle: Actual Cost Reduction

Without the reduced cost, very few companies will even consider NCs. For the last fifteen years, everyone from the information services directors on down to low-level managers has been inundated with stories about why PCs are good and necessary. In order to sell them something that isn't as powerful as a "real" PC and lacks all the expandability of a PC will require proof of actual savings from using NCs.

That's not as easy as it might sound. Even if NCs cost $1000 less than low-end office PCs, that's a small number relative to the estimated cost of software, support, and training that goes into a PC and its user during the three to five years that the PC is on someone's desk. For NCs to be convincing, they have to show significant lifetime cost reduction, and this is where the

continued on page 24

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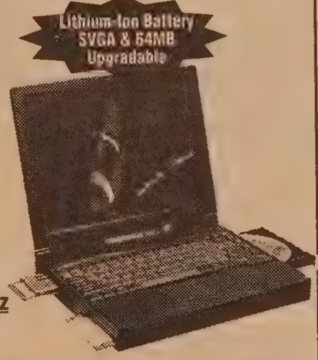

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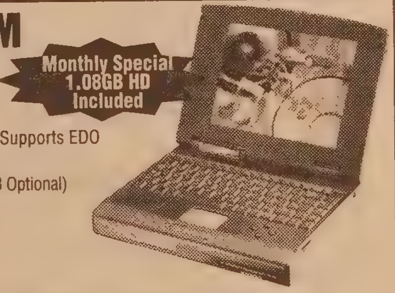

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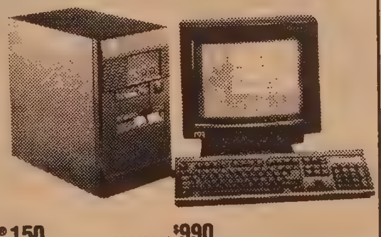

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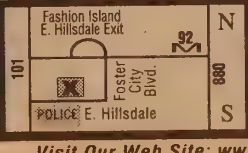

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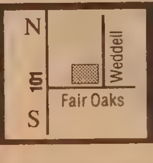

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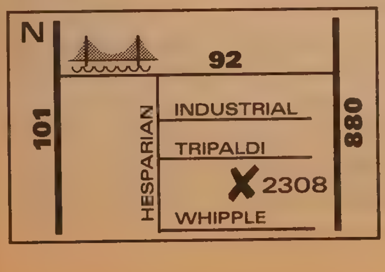

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Industry Insights

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people who make estimates get a bit fast and loose with their numbers.

For example, the cost of software over the life of a computer has to include the cost of upgrades. As we all know, the days of free upgrades for significant business software are long gone. People who use Microsoft Office are now just gearing up for a major round of paying Bill Gates for a bloated, disk-hogging upgrade that they would probably rather not make. Sure, there will be some useful new features, but by and large most people are happy with what they have now. Upgrading commercial NC software will probably be just as costly, and therefore NCs will not show any savings over PCs.

One of the probably overstated cost savings for NCs is supposed to be the fact that in-house programmers will create the software that most corporate users run. This myth has been around for at least a decade: Modular tools will enable programmers to create useful software, tailor-made for individual users or departments, at costs lower than commercial software. Unfortunately, this has never been the reality. Programmers are expensive, and even with great modular tools, creating a useful application that will be used by hundreds of people can take many months. This is not to say that custom software is no good, just that it is likely to be more expensive than off-the-shelf applications, and custom updates are not likely to be very cheap, either.

The remaining cost items are training and support. The NC supporters are quick to point out how hard it is to train people to use Windows 95, which is a valid point. Supporting novice users who have to use Windows 95 is also relatively expensive, given how many things "just go wrong" and require support from the technical staff. On the other hand, saying that the NC will be easier to learn or support is an unsupportable argument until we see what the systems will look like when they're booted up, what the applications will look like, and so on.

Where NCs Might Catch On

Even if the lifetime cost of an NC is the same as a PC, they might still find a sizeable niche market in companies that want to put some sort of computer on every desk, but have many of the users who will only use these computers for a small number of tasks. You might ask, if the lifetime cost was the same, why wouldn't the company just buy a cheap PC that might later be useful if the user gets more advanced? Two words: technical support.

It is unlikely that NCs will be harder to support than PCs running Windows 95, and there's a good chance that they will be at least somewhat easier. Even without proof of lower support costs, many companies will be willing to try out NCs because their support costs are going through the roof, and it is almost impossible to hire good tech support people. IS managers are catching a lot of grief for the lack of timely support that many of their users get, and they're willing to experiment with almost anything that might reduce their burden.

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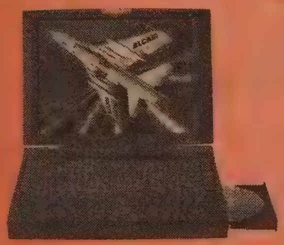

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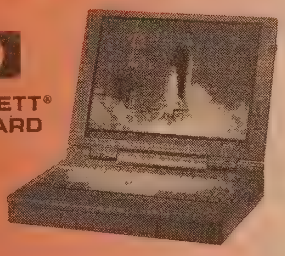

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Industry Insights

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Thus, even if an NC costs as much as a PC in an under-supported work environment, it might keep its users happier because it is less likely to have operating system problems, mysterious crashes, and so on. Companies experimenting with NCs are therefore likely to put them in jobs where there is currently no computer, as compared to replacing an under-used PC with an NC. Most people don't like having options taken away from them, even if those options are making their work harder.

There is also some chance that NCs will be easier for novice users to learn to operate. This will be very hard to judge, however, since it is likely that they will be put on the desks of people who have avoided computers until now. These people are probably harder to train and may be reluctant to learn how to use computers; otherwise, they might have tried before now. However, because NCs will be used for more limited tasks than PCs, smart software designers can make the software require less previous computer understanding.

A Different Computer For Different Applications

The biggest problem with today's personal computer market is that, even though you can make a zillion different kinds of computers, almost every hardware and software company is trying to make something like the ones that are already out there. Occasionally, you get some radical thinking, but not often. The NC could be the platform for such radical thinking on the part of the software industry if they stop trying to make it as useful as today's PCs.

Consider the people in large companies who don't have a computer on their desk: What would a computer offer them? You rarely find people without telephones on their desks, at least in the US. The function of the telephone that makes companies want to put them on every desk is that they're communications devices directly connected to the other people in the company.

EVEN WITHOUT PROOF OF LOWER SUPPORT COSTS, MANY COMPANIES WILL BE WILLING TO TRY OUT NCS BECAUSE THEIR SUPPORT COSTS ARE GOING THROUGH THE ROOF, AND IT IS ALMOST IMPOSSIBLE TO HIRE GOOD TECH SUPPORT PEOPLE.

Software that is used strictly for in-company communication could be the thing that attracts interest for NCs. The two dominant communications media on the Internet, email and the Web, can be tailored for in-company communication with good software design. Although there are already plenty of tools for this, they are clearly not good enough to attract this larger audience; otherwise, companies would be putting PCs on every desk to run them.

What is needed is incredibly simple email and Web interface, something that rivals the telephone (which, even for business models with lots of features, is an order of magnitude cheaper than an NC). However, that's not enough, since corporations are also used to having some control over how company telephones are used. Software that is exceptionally easy and also has a good administration package could help spur NC sales over the next five years. ■

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Stock Chart on page 96

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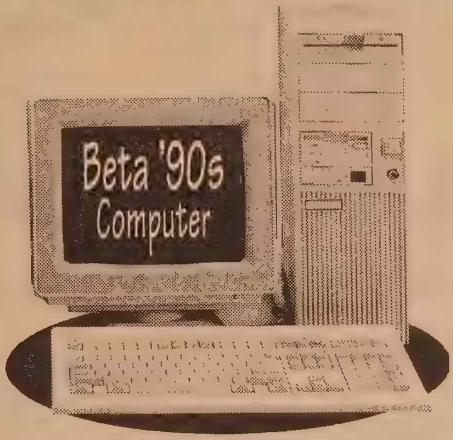

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Laptops

Making The Best Of A Bad Backup

When selecting products to review, I go out of my way to find products that I can recommend. My reasoning is that you want to know which of the new products are good. After all, the market is flooded with so much that it is impossible for anyone to keep up with it all. So I try to find things that work well and answer a real need.

From time to time, however, I get a product that does not live up to my expectations. I feel some of the products are simply bad and don't bother to write about them. Other products manufacturers have simply introduced prematurely. These are usually worth keeping an eye on because, if they come from a reputable company, the problems will be fixed and the product will turn from a sow's ear into a silk purse.

This month, I am focusing on just such a product—one that has great potential but still needs a little more work. Months ago, I received a notice that Seagate Technology was introducing what seemed to be a revolutionary new tape backup product. As a reliable company with a track record for offering good products, I waited anxiously for the actual product to arrive.

For me, as computers have become more complex, the problem of safe backups has become increasingly unmanageable. In the old days, I had a simple tape backup drive installed in my computer and once a week I did a complete backup, then on the successive days of the week I did an incremental backup saving all of the files that I had modified that day. Restoration was simple. A directory of the tape looked like a regular directory I might get with any of a variety of optional software products. I could see the contents—from directories to subdirectories and finally to individual files. I clicked on the ones I wanted to be saved or restored, hit another key and the job was done—except for the slowness of the tape itself.

For the moment, however, I must rate the TapeStor 3200 as a product to keep your eyes on.

Windows changed all that because it was no longer possible to do automatic backups while programs were opened. Automatic backups became a thing of the past and backing up my hard drive became a less efficient task. Even though software promised to fix this, it never worked well for me. Plus, as hard drives became larger, the problems became even more complex and small tape drives no longer did the job.

Offering a solution, Seagate recently announced the introduction of their TapeStor 3200. This looked to be a revolutionary product. First, the hardware attaches to the parallel port of your computer, making it suitable for backing up portable systems as well as desktop units. A pass-through system allows you to reconnect your printer to the TapeStor, so you do not have to switch between the tape and your printer. The tape drive itself looks more like a tower than a parking lot, to extend the real estate metaphor. In other words, it sits vertically on your desk.

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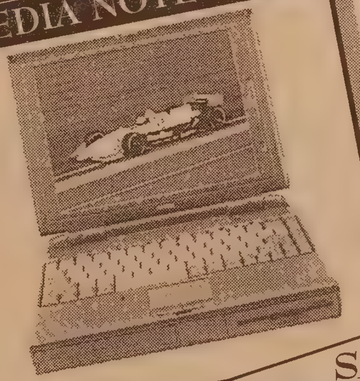

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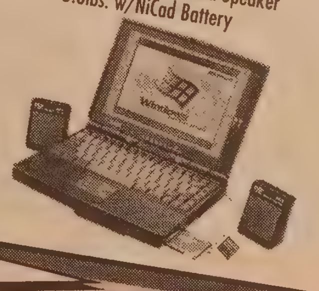

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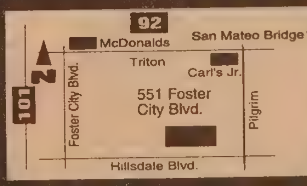

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Laptops *continued...*

The drive holds a gigantic 3.2GB of data with the built-in compression software. Unlike other tape backup systems, however, this product shows up on your directory as another drive. So now instead of showing only drives A through D (if you have a CD-ROM player, for instance), you now show an additional drive. Backing up is as simple as dragging files, directories or the whole hard drive icon over to the new icon. There is no pretense of automatic backups.

Subsequent backups are incremental as long as you are using the same tape. If you want another full backup, you must change tapes ($37). The most innovative aspect of the design of this software is that a portion of your hard drive is dedicated to a staging area that holds files until you transfer them to tape. The result is that as you work you can flag items to be backed up or you can do an incremental backup of a hard disk and it will transfer to the staging area almost instantaneously. At your leisure you can then transfer the staging area to the tape.

All of this sounds great. However, opening the box I found notices explaining irregularities with the software. One notice said that there was a conflict with Hewlett-Packard LaserJet V series printers and suggested work-arounds. As I got further along, one of the tech support people informed me that there were problems with other Hewlett-Packard printers as well. Somehow, not all of the compatibility issues were resolved before the product was shipped.

I installed the software and was pleased by how easily it worked. In the installation, there is a choice that you must make depending upon whether your computer has an Enhanced Parallel Port (EPP) or not. The recommendation is to install using the normal setting and then, after everything is working properly, to uninstall and reinstall for the EPP. That is where my problems began. I was not able to get the software reinstalled. I spent hours on the phone with technical support people. Eventually, with help from a top engineer who worked on the development team, we were able to solve the problem. It is unlikely that you will have the same problem, but if you do I feel confident in saying that the people in technical support will work with you until the problems are resolved.

I would not spend so much time describing the good design concepts that are built into this tape backup system if I did not think that Seagate will eventually get these problems solved. For the moment, however, I must rate the TapeStor 3200 as a product to keep your eyes on, but hold off on buying. I think the hardware is wonderful and that even if you buy the product now, in time new software will be released that will solve all of the problems I encountered.

There is so much pressure to bring new innovative products to market that companies—especially software companies—routinely release products before they are really ready for the market. This phenomenon is found from the biggest to the smallest companies. As a reviewer, I frequently see software that simply is not bullet-proof. This product, however, promises to be exceptional.

RESOURCES:

TapeStor 3200, $249
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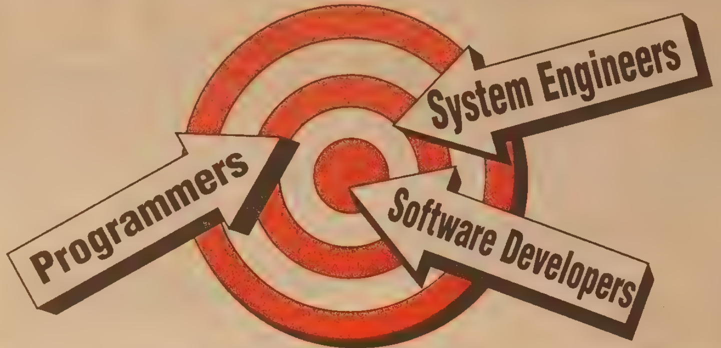

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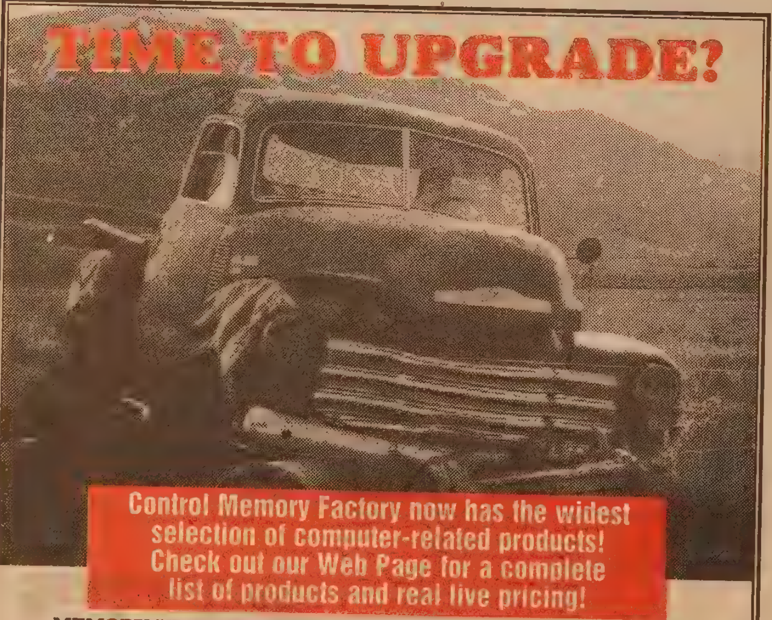

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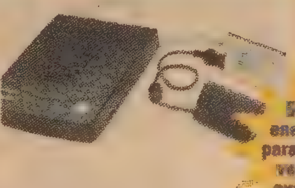

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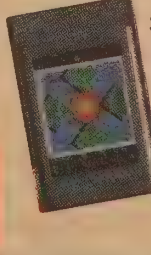

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Computer of the Month

AST's Ascentia J20

AST Research has consistently built excellent computers. Recently, the company has redirected its focus to the mass-market merchandisers, with many of its models now available in Wal Mart stores. Its newest entry in the notebook market looks to be a winner for that segment of the market. While the Ascentia J20 has much to commend it, its most noteworthy feature is a retail price of $1,799. The unit weighs just under 6 lbs. and is a fairly standard 9" x 11.4" x 1.9" thick.

While many of the notebook computers I review are higher-end systems because this is where the most innovative features appear first, there is a strong demand for good notebooks that are more affordable. The Ascentia J20 has both a good price and many of the features most in demand. Truly, this is an amazing notebook computer for the price.

The Ascentia J20 is rich on power conservation features and, amazingly, has a lithium ion battery pack. This technology is frequently found only on the more expensive units.

Powered by a Pentium 100MHz chip, it comes with 8MB of RAM, expandable to 40MB (8MB extra for $170). The Ascentia J20 comes with a removable 540MB hard drive. A slightly more expensive model comes with an 810MB hard drive and for an additional $1,149 you can get a 1.35GB drive.

The display measures a generous 11.3" diagonally. It is a dual-scan LCD, offering a clear display with a resolution of 800 x 600. If you require an external display, it is easily attached through the port on the back. You can get higher resolutions on both the internal and external monitors, but if you choose a higher resolution on the internal display, you will have to pan across the screen to see the full image.

The keyboard is adequate and includes a couple of the special Microsoft keys that are so helpful in Windows 95. The pointing device is a SmartPoint button that rests in the middle of the keyboard and moves the cursor around. This is not my favorite pointing system—I cannot work with it as fast as I can with a conventional mouse—but it works well enough after you get used to it. When you are on the go, however, a mouse is simply not practical. But, at your primary work site I recommend connecting a mouse through the serial port. I had a hard time finding the pointer on the display much of the time. Finally I changed the mouse settings to show a tail. This let me see the pointer as it was moving across the screen. Making this change is especially helpful on LCD displays.

The Ascentia J20 is rich on power conservation features and, amazingly, has a lithium ion battery pack. This technology is frequently found only on the more expensive units. Replacement battery packs ($199) are available. When you power down the machine, you can choose to put it in suspend mode, which will bring you back to where you left off the next time you power up. If you simply close the unit, it will also go into suspend if you set your machine up for this option.

continued on page 98

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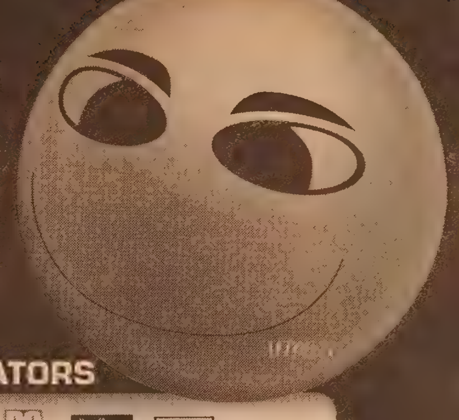

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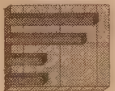

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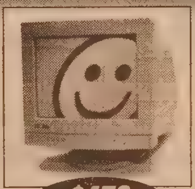

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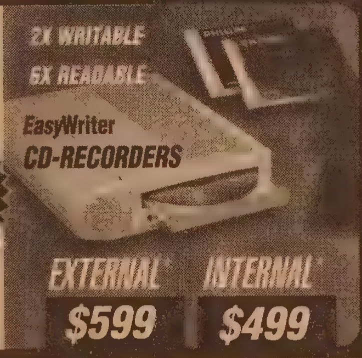

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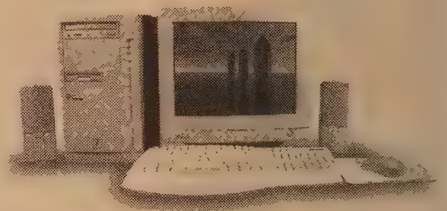

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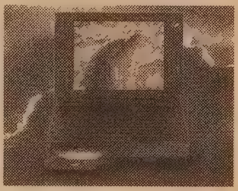

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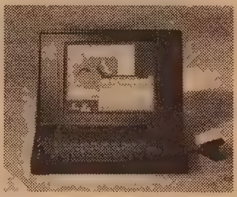

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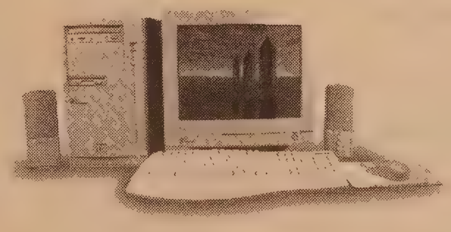

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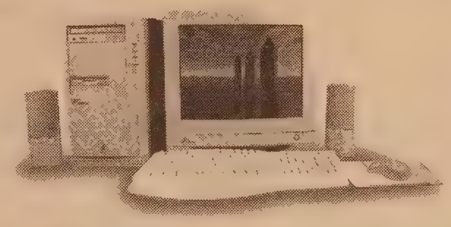

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NETWORKING • BY PETER JOHN HARRISON

Java To The Rescue!

Installing And Maintaining A Stable Applications Environment Across The Corporate Network

Network administrators spend a lot of their time tuning and maintaining their network environment. Keeping ahead of hardware problems, managing disk space, doing backups, and so on is a big job—but what often takes even more of a network administrator's time is making sure that the various application programs available to LAN users all work together.

Keeping the end-user application environment working smoothly is a challenge for a number of reasons. Newer releases of a software product often implement features that older releases do not have, making it hard for users of older versions to share files created by users of a more current release. There are also often different release schedules and sometimes different feature sets for Windows, Macintosh, and UNIX versions of a given software title.

Sometimes the most recent releases of a company's standard applications are not available for every platform on the LAN, too. This problem affects not only the Macintosh and UNIX users on mostly-Windows networks, but also Windows 3.xx users who share files with people using Windows 95 or NT.

Add to this general anarchy the fact that many desktop application programs are installed on each individual computer's hard drive. So, in order to update the software, the network administrator has to physically travel to each computer's location. These and other factors make installing and maintaining a stable applications environment and meeting the needs of a LAN's end-users a real challenge. And the nature of that challenge only increases as LANs increase in size and expand to different locations.

To help ease the pain of maintaining end-user applications across a LAN, many software companies sell "office suites," that include a complete set of common desktop applications, like a word processor, spreadsheet, business graphics, Internet browser, and email programs. Office suites ease the application maintenance hassle by at least collecting the most commonly needed software into a single package that administrators can install and update all at one time, but that only partially addresses the problem.

What LAN administrators really need is a package of applications that work on all the computing platforms on their LAN—Macintosh, UNIX, and Windows 3.xx, 95, and NT. They also need these applications to be designed from the ground up so that they are easy to maintain and update from a central server.

Now enter Java. If you have been watching developments in all things Internet, you know that Java is a computer language that lets programmers "embed" application programs in Web pages. Up till now, Java "applets" have mostly been used to incorporate elements like buttons that light up and animations that move around into Web page designs, but Java is capable of much more.

Java is, in fact, a full-blown computer language that in many ways resembles C. Like any full-blown computer language, programmers can use Java to design complex application programs, like word processors, spreadsheets, etc. Unlike other computer languages, programs written in Java can be run on a variety of computing platforms without being re-written or compiled; the only requirement is that the client computer have a Web browser that understands the Java language.

What LAN administrators really need is a package of applications that work on all the computing platforms on their LAN—Macintosh, UNIX, and Windows 3.xx, 95, and NT.

Network-centric Java-based applications have other advantages, too. Since Java is designed to work exclusively in a networked computer environment, it makes it easy to take advantage of the features that a network has to offer. So LAN users can more easily take their Java-based desktop with them when they move. Telecommuting can be easier, too, because users can dial in from home and log on to the same set of tools and desktop that they use at work.

Network-centric Java programs can also make backing up and safe storage of user data easier. Because the Java application suites are directly installed, configured, and maintained by the network administrator, the files they create can be forced to reside on a network server, too. With all user files safe on the server, data can be easily and consistently backed up.

And there is more good news. Java-based applications have spawned a new concept for inexpensive "network computers" and "thin clients." Network computers and thin clients do not have disk or floppy drives or a complex operating system, only a network cable connection and enough hardware to run an advanced, Java-capable browser. Not having all that expensive hardware and software significantly cuts the cost of making a Network Computer, without compromising its functionality for the majority of a LAN's users, slashing per-seat hardware purchase and maintenance costs. Another useful feature of thin clients is they are useless without the LAN they connect to, making them perfect for environments like schools, libraries, and other locations where computer equipment sometimes sprout legs and walk off. Even home computer users may discover uses for inexpensive Internet Computers that have a printer port and removable disk drive, but software and Internet access services provided by their cable TV company.

Before you can hope to take advantage of network computers, thin clients, and all the administration advantages network-centric computing offers, you need software. Without robust software that replaces traditional word processors, spreadsheets, and other tools, network computers are nothing more than a fancy toy for browsing the Web. So when can we expect to start seeing robust, Java based "office suites" that will meet the needs of our end users?

Sooner than you think. The first of this new breed of application program is taking shape at Corel Corporation in Ottawa, Canada. Corel's upcoming Office for Java includes all the major tools in Corel's standard office suite: Corel WordPerfect for Java, Corel Quattro Pro for Java, CorelCHART for Java, as well as address book, calculator, notepad, time planner/scheduler and email applications.

An evaluation copy of Corel's Office for Java application suite, currently in "pre-beta" form, are available for download on the World Wide Web. Office for Java is far from complete and far from perfect, but if you are a network administrator, you might try taking a look at them and how they work. I think you will be getting a glimpse of how network applications—from Corel and other software vendors—will work in the dawn of the next millennium. ■

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RESOURCES:

Corel Corp.
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URL: *http://www.corel.com*

Corel Office For Java, Pre-Beta Release Evaluation Package:
URL: *http://officeforjava.corel.com/*

Sun's Java Developers Kit (required to run the Corel for Java pre-beta):
URL: *http://www.javasoft.com/products/JDK/1.0.2/index.html*

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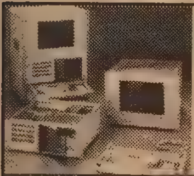

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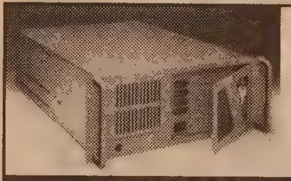

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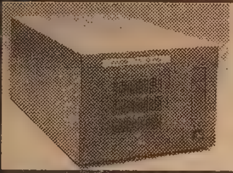

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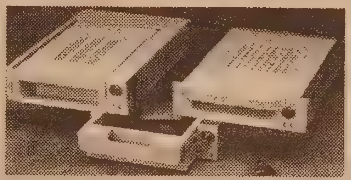

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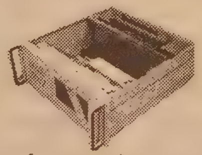

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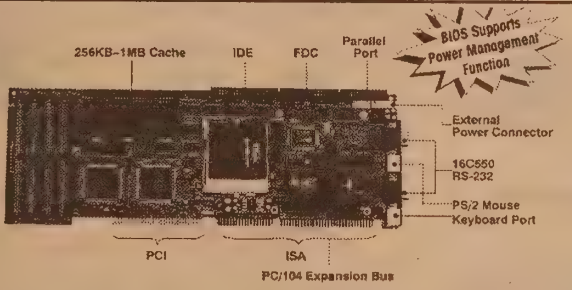

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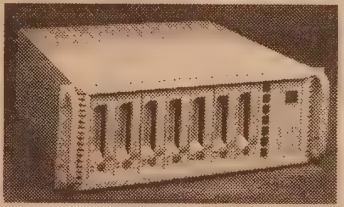

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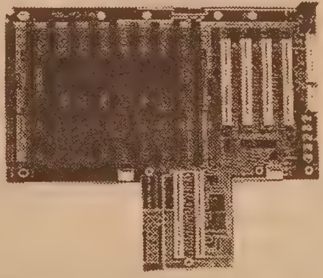

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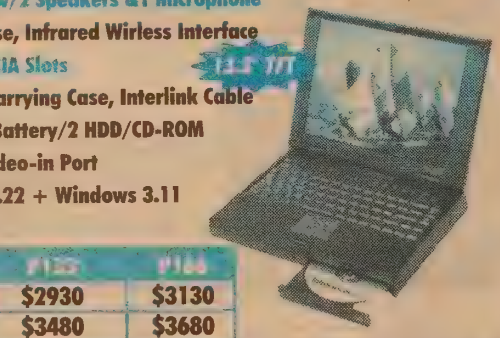

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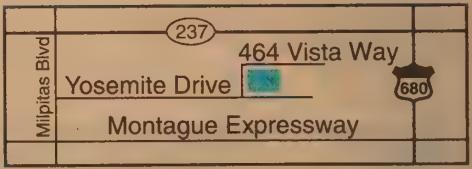

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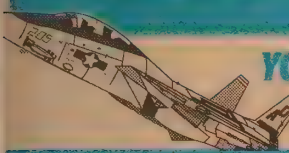

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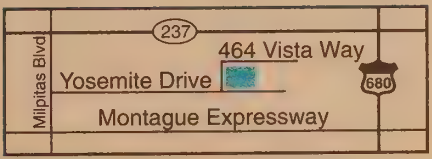

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UNIX • BY BENNETT FALK

Waiting For Goto

An Historical Curiosity Seeks Its Purpose

Playing around with some shell commands a few days ago, I accidentally typed the command

```
goto /tmp
```

and something unexpected happened: The shell responded with a secondary prompt ("?"), a sign that more input was expected.

More input was provided: an "ls" command, a "pwd" command, and then, with increasing frenzy, control-X, control-C, and control-Z. All these things were duly echoed back, and after each the still-unsatisfied shell prompted for more input. Finally a control-D was typed, signaling the end of input. Immediately the message "/tmp: label not found" appeared.

Apparently the C-shell has a "goto" statement. This, in itself, is not surprising; lots of languages have goto statements. Not many of those languages, however, are command-line interpreters that allow the user to execute a goto statement interactively. (DOS, for example, supports goto only in batch files, and among the UNIX shell programs, only csh has a goto statement.)

Understanding Goto

"Goto" is the programming language equivalent of the "jump" instruction. The jump instruction is a basic control flow feature of low-level languages (machine language and assembly language); it's a way of getting a program to jump to a target location in memory and begin executing instructions found there.

Higher-level languages allow programmers to work with abstractions that are not tightly bound to the hardware on which the program must run. But there is a debt to be paid here: Higher-level languages evolved from their lower-level predecessors, and initially, it must have been practically unthinkable that the higher-level languages would not offer something like a jump instruction.

Goto statements have been a feature of higher-level languages for about as long as there have been higher-level languages. Harlan Herrick is credited with introducing a "goto" statement for FORTRAN in 1955.

In higher-level languages, the target for a "goto" statement is generally not a memory location, but a location in the text of the program: a line number or a label name.

The C-shell, for example, recognizes any line that consists of a single word followed by a colon as a label. A goto statement can jump to any label that has been declared in a shell script or in the shell's input.

GOTO STATEMENTS PERSIST, AND WE STUMBLE ACROSS THEM WITHOUT REALLY KNOWING WHAT THEY'RE FOR OR WHAT ALL THE FUSS WAS ABOUT. THE STAGE IS SET, ONE IMAGINES, FOR THE OTHER SHOE TO DROP AND FOR HISTORY TO REPEAT ITSELF. PERHAPS GOTO WILL COME BACK INTO FASHION.

Further Explorations

To test this after my first encounter with an inadvertent goto command, a label was entered:

```
/tmp:
```

After providing this label, the command "goto /tmp" no longer prompted for more input. It seemed to "go away," that is, it produced no output and did not return another shell prompt. It had, of course, not "gone away" at all. The command was simply looping: The label was immediately followed by a command to go to the label.

Strictly speaking, there is nothing magical about this, but when it is executed interactively, the shell must "rewind" its input to find a label that was typed before the goto statement. Even for someone who routinely exploits the C-shell's history list, the notion of the shell "rewinding its input" is likely to induce something like vertigo.

The C-shell article in the online manual does little to alleviate the sense of disorientation: "If the shell's input is not seekable and a loop is being read, that input is buffered. The shell performs seeks within the internal buffer to accomplish the rereading implied by the loop. (To the extent that this allows, backward goto commands will succeed on nonseekable inputs.)"

Naturally, "nonseekable input" includes anything a user might enter at a keyboard. "Seekable input" is a fancy term for "file": shell scripts are the most prevalent form of seekable input.

Eventually, control-C was used to interrupt the loop, and the C-shell prompt (which had been set up to record number of commands

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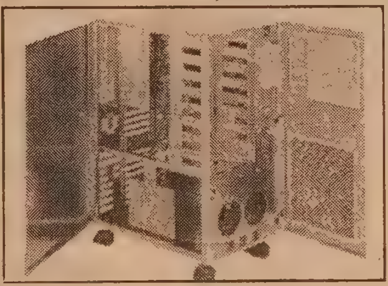

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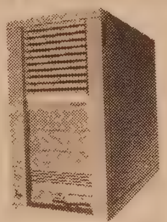

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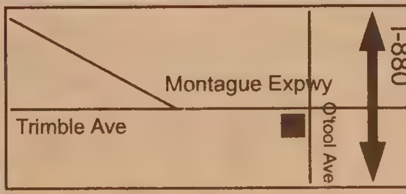

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since the beginning of the session) showed that the goto command had executed several thousand times in a few seconds.

Goto Wars

In the latter half of the 1990s, the genuinely frustrating thing about discovering that a language you use has a goto statement is trying to figure out how this statement is to be used. "Goto", which was once necessity, is now something of an historical curiosity. Its use has been deprecated for so long that an entire generation of users has little notion of what the goto statement is for.

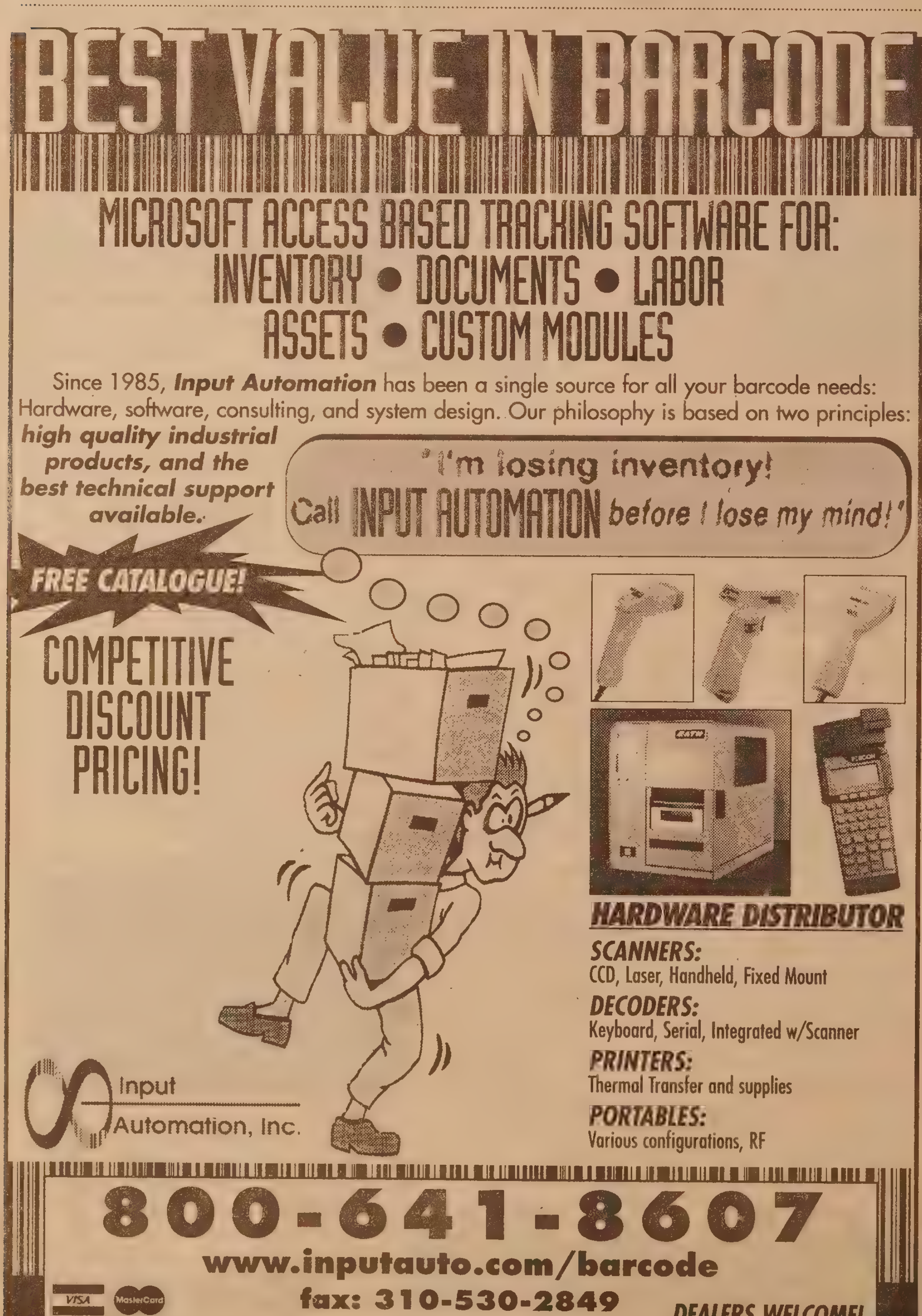
The most famous attack on the use of goto in higher-level languages came in March of 1968, thirteen years after the introduction of goto statements into FORTRAN and a year or so before the first version of UNIX was circulated at Bell Labs: A letter from Edsger Dijkstra entitled "Goto Considered Harmful" appeared in the *Communications of the ACM*. (The ACM is the Association for Computing Machinery, and *Communications* is its monthly Journal.)

The letter began with a nod to the belief (already prevalent in 1968) that "the quality of programmers is a decreasing function of the density of goto statements in the programs they produce."

GOTO STATEMENTS HAVE BEEN A FEATURE OF HIGHER-LEVEL LANGUAGES FOR ABOUT AS LONG AS THERE HAVE BEEN HIGHER-LEVEL LANGUAGES. HARLAN HERRICK IS CREDITED WITH INTRODUCING A "GOTO" STATEMENT FOR FORTRAN IN 1955.

Dijkstra went on to lament the "unbridled use of goto" and to suggest that the 'goto' statement be abolished from computer languages. The text of a program, he argued, was an inaccurate index to its behavior at runtime. The "goto" statement would move the execution point to a different place in the program's text, but this might not be a sensible thing to do given the actual state of the process at run time: "The unbridled use of the goto statement has an immediate consequence that it becomes terribly hard to find a meaningful set of coordinates in which to describe the process' progress."

Dijkstra's letter was the first shot fired in the structured programming debate. (Simply stated, "structured programming" is the belief that you should be able to tell what a program does by reading its text. Usually this means organizing the program into functional modules with well-specified interfaces.) The ensuing clash of opinions became so heated that the editors of *CACM* resolved not to publish articles "taking so assertive a position against a coding practice."



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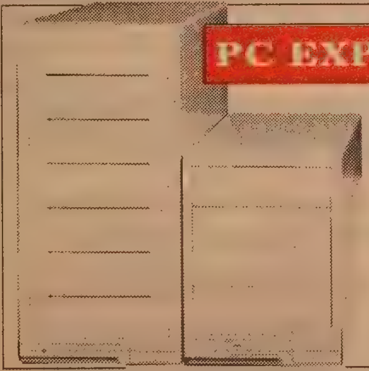

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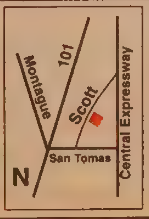

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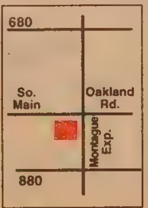

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UNIX *continued...*

In the wake of Dijkstra's letter, the phrase "considered harmful" was added to the permanent lexicon of the software engineer. In the intervening years, various programming practices (including C-shell programming) have been "considered harmful." Most recently, the Web has inspired a rash of practices "considered harmful."

In 1977, nearly a decade after Dijkstra's note, Guy Steele, Jr. (who would later become one of the authors of the Java language) wrote a paper with the unwieldy title "Debunking the 'Expensive Procedure Call' Myth or Procedure Call Implementations Considered Harmful or Lambda: the Ultimate Goto."

Steele's paper was a defense of structured programming and a rebuttal to the argument that using goto statements was somehow "cheaper" or faster than using a procedure call. This is, in some sense, a landmark paper, because the use of goto has passed from being "the way things are" to a matter of expediency.

Steele argues that the cost of procedure calls is a function of how they have been implemented, and that there are no barriers in principle to function call implementations that equal the performance of goto statements.

(Java, by the way, contains no "goto" statement, though it still supports the notion of declaring a label for a block of code.)

The passage of another decade saw the whole debate turn whimsical. In 1987, Frank Rubin submitted a letter-to-CACM form titled: "'GOTO Considered Harmful' Considered Harmful" (CACM, March, 1987, pp. 195-196), and in the International Obfuscated C Coding Contest for that year, an award for worst style went go to Spencer Hines for a piece of code that was essentially a fugue on the four letters of "goto".

Hines' source code was arranged in columns to call attention to the blizzard of four-letter combinations that could be made with the letters "g", "o", and "t". The program wasn't readable in the usual sense, but did compile and run. When passed the name of a source code file, it reported the number of "goto" statements found in the code. (Hines' program was only 21 lines long and contained 24 goto statements.)

Ten years later, we have exchanged whimsy for simple ignorance. Goto statements persist, and we stumble across them without really knowing what they're for or what all the fuss was about. The stage is set, one imag-

continued on page 100

RESOURCES:

The Association for Computing Machinery (ACM)
http://www.acm.org

Computer history (IEEE Computer Society Web Site)
http://www.computer.org/50/history/

Edsger Dijkstra
http://www.acm.org/classics/oct95

Spencer Hines
http://elwood.seda.sowi.uni-bamberg.de/fun/ioccc/1987/

Guy Steele, Jr.
http://www.neurop2.ruhr-uni-bochum.de/MIT_lit.html

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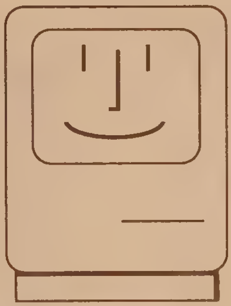

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Upgrade Memory Modified WRAM 2MB/4MB/6MB	$89/169/245
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WinModem 33.6 Internal/Sportster 33.6 Int.	$92/129

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SoundBlaster 16-Bit PnP IDE	$68
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SoundBlaster AWE 64	$225
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Microsoft Natural Keyboard	$55
Keytronics 101 Key Enhanced	$17
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MONITORS

IMPRESSION	
3A 14" PnP SVGA	$204
4Plus 14" NI SVGA 1024/768 .28dp	$207
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7Plus 17" NI SVGA 1280X1024 .28dp	$479
Vienna 17 " SVGA / Vienna Pro 17" SVGA	$519/689
MAG	
DX1595 15" NI 1280X1024	$319
DX15T 15" Trinitron	$349
DX1795 17" NI 1280X1024 .28dp	$559
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HARD DRIVES	
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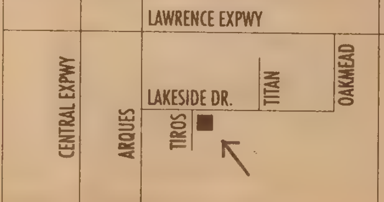

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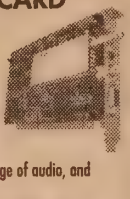

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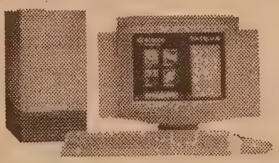

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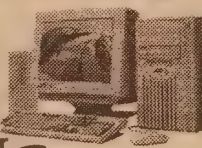

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- Intuit™ Quickcam® SE/Ditek Photoworks™
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- Blockbuster Video® Guide to Movies & Video
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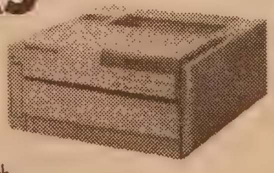

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	3M	SONY	Major Brand
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DC2120 XIMAT	$11.49	$ 11.49	$ 8.39
DC2120XL XIMAT	$14.29	$ 13.29	$ –
MC3000XL TAUMAT	$26.99	$ –	$ –
MC3000XL PIMAT	$24.99	$ –	$ –

4mm Data Grade	3M	SONY	TDK
120M (4.0 GB)	-	$19.49	$14.95
90M (2.0 GB)	$ 8.99	$ 9.49	$ 4.49
60M (1.3 GB)	$ 8.49	$ 8.99	$ 5.99
Cleaning Cart.	$ 11.99		

8mm Data Grade	3M	SONY	Major Brand
112M (5.0 GB)	$ 7.29	$ 6.99	$ 6.99
Cleaning Cart.	$ 13.99		

SONY
QIC WIDE TAPES

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QW3000XL	1.0 GB	$ 22.99
QW3010XLF	900 MB	$ 22.59
QW3020XLF	1.7 GB	$ 23.99
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		SONY	3M	Major Brand
FLOPTICAL:				
3 1/2"	21MB	—	$ 16.99	—
REWRITABLE:				
3 1/2"	512k/128MB	$ 23.99	$ 25.99	$ 19.99
3 1/2"	512k/230MB	$ 28.99	$ 28.99	$ 21.99
5 1/4"	512k/650MB	$ 64.99	$ 65.99	$ 54.99
5 1/4"	1024k/650MB	$ 64.99	$ 65.99	$ 54.99
5 1/4"	512k/1.2GB	$ 74.99	$ 76.99	$ 49.99

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44 Meg	$39.99	135 Meg	$19.99
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105 Meg	$39.99	270 Meg	$47.99

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Number of Employees
○ 1 to 10 ○ 50 to 100
○ 10 to 50 ○ Over 100

What Is Your Purchase Time Frame?
○ 1 Week ○ 3 Weeks
○ 2 Weeks ○ 4 Weeks

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H=High L=Low
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Ⓗ Ⓛ Reseller Ⓗ Ⓛ Warranty
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○ PC COMPATIBLE ○ MACINTOSH
○ PC NAME BRAND ○ Network WORKSTATION
○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #. If Preference
Step 1: Enter NoteBook Brand Name & Model #. If Preference

Quantity / Choices
① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ 10 or More ○

My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000

Call Me For A More Detailed Quote. ○
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STEP TWO: SYSTEM CONFIGURATION:
○ INTEL ○ AMD ○ CYRIX ○ MAC QUADRA/PERFORMA ○ MACPOWER PC
○ PENTIUM PRO ○ PENTIUM ○ 486

CPU MHz & SPEED:
○ DX4 ○ DX2 ○ DX ○ 5X86 ○ 6X86 ○ Quadra ○ PowerPC
○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100 ○ 80 ○ 75 ○ 66

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

FLOPPY DRIVE: ○ 1.44MB
and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External
○ 33600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower
○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB
○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp
○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal
○ IDE ○ SCSI ○ External

CD ROM TITLES INCLUDED:
○ 1-5 ○ 5-10 ○ 11+

SPEED ○ 4X ○ 6X ○ 8X ○ 10x

○ BRAND NAME ○ No Brand Name Preference
CD ROM Brand Name and Model Number

SOUND CARD ○ 16Bit ○ 32Bit

SPEAKERS
○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ Mono
○ Dual Scan Color ○ Active Color

PCMCIA SLOT: ○ Type I
○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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STEP SIX: UPGRADES & PERIPHERALS: ○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner ○ Zip Drive

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T2100	👍	👍	👍	
T2400	👍	👍	👍	
T3600	👍	👍	👍	
T4400	👍	👍	👍	
T4500	👍	👍	👍	👍
T4600	👍	👍	👍	👍
T4700	👍	👍	👍	👍
T4800	👍	👍	👍	👍
T4900	👍	👍	👍	👍
T400	👍	👍	👍	👍
T610	👍	👍	👍	
	👍	👍	👍	👍

COMPAQ NOTEBOOK HARD DRIVE UPGRADES

2.5" Hard Disk Drives	TS540MB $399	TS810MB $499	TS1.2GB $675	2.0GB $850
LTE 386/20	👍	👍	👍	
LTE 386	👍	👍	👍	
LTE 486	👍	👍	👍	
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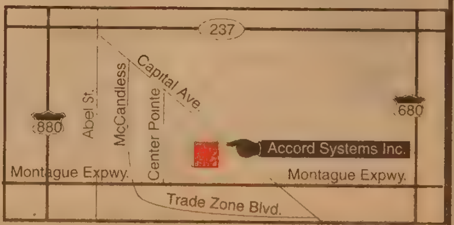

SMALL OFFICE/HOME OFFICE • BY BIRRELL WALSH

File Compression: Small Is Better

...And A Visit With The Dragon

When I opened my 900th .ZIP file, it finally occurred to me to wonder about the people who make the PKZip compression product. After all, this is the archiving tool that the DOS/Windows world has been using for years. Who is PKWare? What else do they make? Does anyone pay for it?

PKWare is located in Brown Deer, WI, which turns out to be part of Milwaukee. They make compression and decompression utilities for DOS, Windows, OS/2, and for the SCO, SUN, UNIXWARE, AIX, and Linux varieties of UNIX. For some reason they have no Mac products. They also sell DLLs so developers can include compression and decompression in other products.

PKWare has been in the compression business for years. They have made their name by distributing shareware and even freeware versions of their decompression utilities (i.e., anyone could get software to open up a .ZIP file). They figured that people who have a reason to compress data would be more willing to pay for compression software than would those who simply wanted to decompress the result. All of their products are for sale, though as with most shareware the prices are remarkably low.

I contacted PKWare, and they sent me a copy of PKZip for Windows, v2.5. I then discovered that what I had thought was only a utility had three powerful uses: Bandwidth optimization, software distribution, and backup.

“Too-big” has always been a problem in computing. In storage it has appeared as the perpetual battle between hard-disk capacities and ever-more-huge programs. “Bandwidth” is just the latest version of the perennial issue. The term refers to how much information can be moved through a system in a certain amount of time, so a modem receiving 28,800 bits per second has twice the bandwidth of a modem receiving at 14,400 bps.

Or does it? What if someone developed a way to get more information into less space? Back when people used pay-by-the-word telegrams to send messages, this be came a sort of sport. “I shall arrive Wednesday at two in the afternoon sharp on the Southern Pacific train” would get compressed into “ARRIVE SP WEDS TWO PM.” This represents a 66% condensation, from fifteen words to five.

You want to make sure that the compression is loss-less. You do not want to sacrifice any information at all. You must also be sure that the compressed message is not ambiguous. “ARRIVE SP WEDS TWO PM” would not be good compression in a context in which “SP” might mean either “Southern Pacific” or “San Pedro,” the Los Angeles harbor.

“Too-big” has always been a problem in computing. In storage it has appeared as the perpetual battle between hard-disk capacities and ever-more-huge programs. “Bandwidth” is just the latest version of the perennial issue.

The problem of making very tight and loss-free compression is subtle, but it has immediate consequences. If the original message sent as a telegram would have cost $10.00, the compressed version would only cost $3.34.

Another way to think about compression is that it increases the effective speed of a modem. The five-word message goes through the modem in about one third the time it takes to send the fifteen-word message. If the same amount of information is really conveyed by each missive, this means that the modem is being three times as efficient when it is working on the five-word compressed message. A modem carrying the compressed message and working at 28,800 bits per second is carrying as much information as one working at 86,400 bps that is transmitting the uncompressed signal. Effective bandwidth is increased by compression.

I was grateful for the gain in bandwidth, because I have been downloading .ZIP files for years. The compression has been saving me connect time and storage space. But PKZip has other virtues. With it one can make a .ZIP file which extracts (that is, decompresses) itself. I had occasion to distribute a program I had written in Visual Basic, and I was pleased to see that the 19,456 byte file compressed down to a .ZIP file of 5,477 bytes. That meant that both I and the recipients would save about 72% of our connect time.

My problem was that I could not be sure that all the recipients would have any software to unzip the compressed file. Not everyone has downloaded the shareware unzippers. But PKZip includes a utility that will turn a .ZIP file into an executable file. The utility adds code to extract the attached .ZIP file when the receiver runs it, placing its components into the desired directories. It can even run the decompressed

Small Office/Home Office *continued...*

programs immediately, if both you and the receiver choose that option.

There is overhead, however: the self-extracting version of my little file turned out to be larger (at 22K) than the 19K uncompressed original. It was actually less efficient to send the self-extracting file than it was to send the uncompressed original. It would only be worthwhile to use this feature for those large zip archives which contain many compressed files.

One case where the small overhead of the self-extractor *is* worthwhile is for the distribution of a software package. PKZip can create "spanning" compressed files, which occupy more than one disk. As each disk fills up, the program asks you to insert another. The receiver will also be asked to change disks when decompressing. With a spanning, self-extracting file, you could send a complete software system to another person on a set of disks. The self-extracting part of the file would recreate the directory system of the original and place each file in the correct directory. It will register file extensions with Windows, if you wish; and it can create program groups in the receiver's Windows system. It is not the elegant and graphical installation system that some programs use, but if you want to distribute a complex software system cheaply this is a good way to go.

> *I had occasion to distribute a program I had written in Visual Basic, and I was pleased to see that the 19,456 byte file compressed down to a .ZIP file of 5,477 bytes.*

And finally, PKZIP motivated me to do something that I have been telling others to do for years: back up my files. We all know we should back up all our important data files daily. Somehow this good intention doesn't get carried out. The problem is that the amount of disk space needed to back up files can be huge.

I wanted to back up my writings. There were 351 files in the "document" directory and its subdirectories. They made up nearly nine and one-half million bytes. Uncompressed they would require seven disks to store. But after zipping, the compressed file was only a bit over two million bytes, and would fit comfortably on a pair of disks. The compression made it practical to do what I should have done long ago—make a backup copy of all those irreplaceable files.

So, PKZIP provided the tools to gain bandwidth, to distribute software, and to back up essential files. Not bad for $49.00.

The Unrobust Dragon

There are some reviews I just hate to write. I wanted to dedicate this entire column to prais-

continued on page 60

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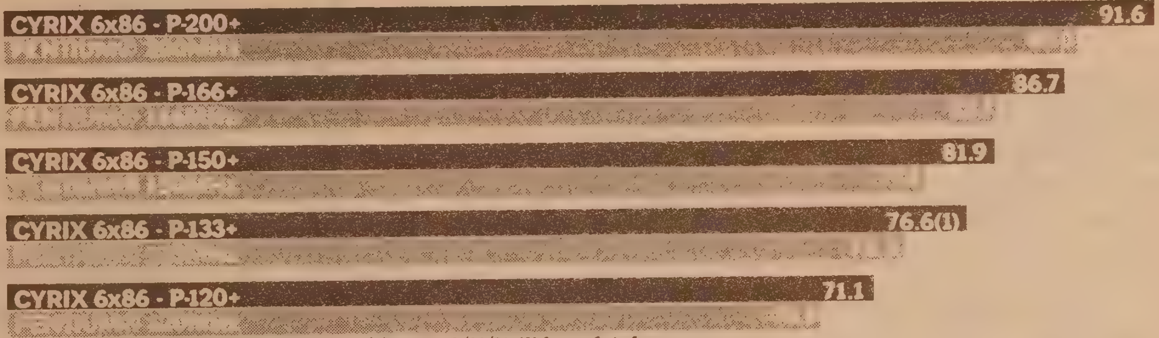

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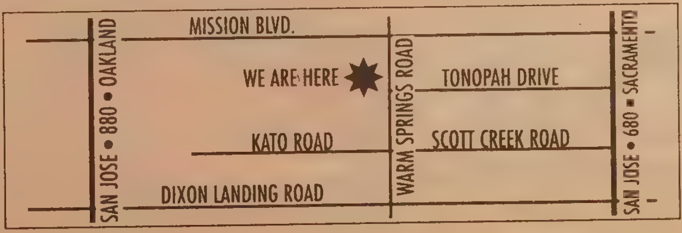

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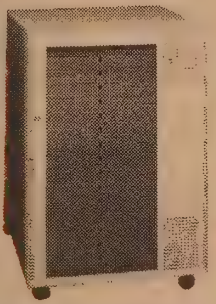

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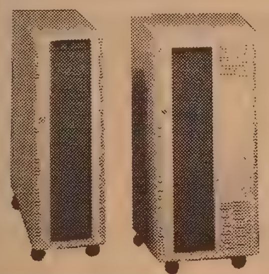

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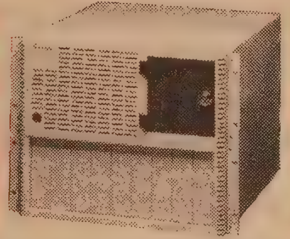

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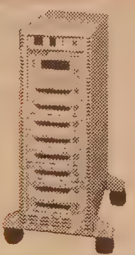

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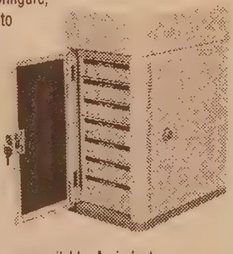

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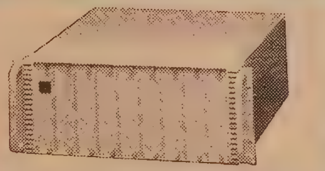

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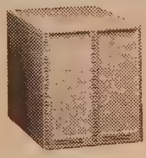

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Small Office/Home Office *continued from page 56*

ing DragonDictate, a software system that turns your speech into text. I wanted to be able to say something like, "DragonDictate is wonderful and sturdy. I wrote this whole column, hands-off, by dictating it into DragonDictate." I was moved by the ambition of the program, and by the public relations staff who were so helpful they even returned email on Thanksgiving Day.

Alas, I was not able to write my column with DragonDictate. It turned out that this ingenious, even inspired, software is highly vulnerable to hardware incompatibilities.

Because I have spent time working on recognition software myself, I have some idea just how difficult it is to emulate perception. It is not "human" logical reasoning but "animal" perceiving that defeats simple imitation. I recall my own delight when I was able to write a simple program to detect edges in a visual field, and that is one of the simplest sensory tasks.

Sensory systems must accomplish two difficult chores. They must separate the thing-to-be-recognized from the background events in which it is embedded. And they must recognize what they have isolated out. These two tasks are not separate; recognition and separation-from-the-environment have to work together, and errors in either one can confuse the other process. That is why tigers and politicians use camouflage to avoid detection: It makes it difficult to recognize them by blending them into the background.

DragonDictate's task is the discrimination of words followed by recognition, a combination it took evolution four billion years to accomplish. My computer system added an additional burden, and the Dragon just couldn't handle it. I did not have a sound board which was 100 percent compatible with SoundBlaster's sound card. It was advertised as being compatible, but it was not. In particular, my sound card was prone to noise. The noise was at a low enough level that the human ear would not dwell on it—that is one of the features of our animal hearing: We filter out constant background noise. Software is not yet able to do so successfully every time. So the DragonDictate software was fighting a noisy input signal.

> *So, **PKZIP** provided the tools to gain bandwidth, to distribute software, and to back up essential files. Not bad for **$49.00.***

A second problem was also due to hardware. DragonDictate gives you a headset microphone to use. The microphone supplied was overly sen-

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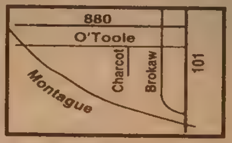

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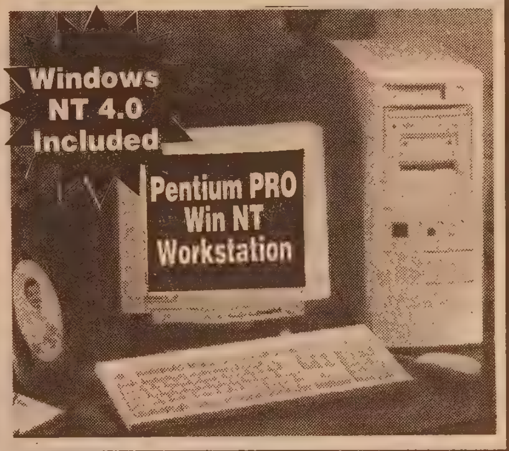

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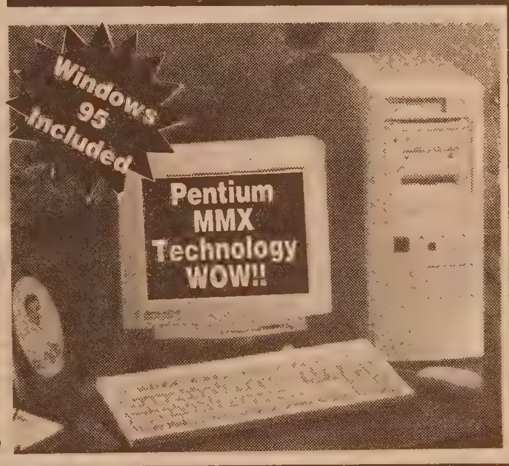

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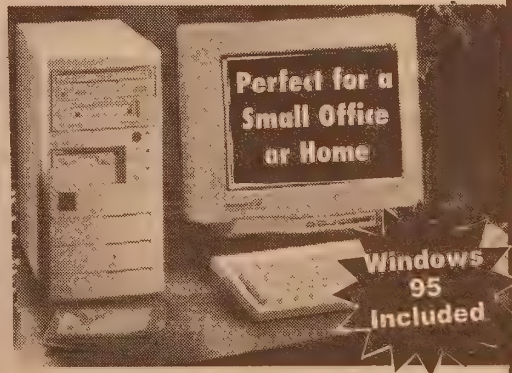

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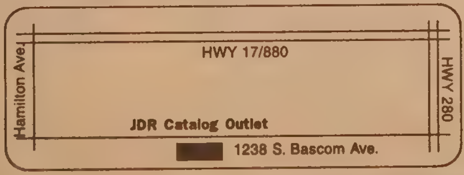

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sitive for my system. It therefore distorted the sound even more. They were kind enough to send a less sensitive microphone which reduced, but did not eliminate, the problem. So DragonDictate had two handicaps before it even began.

As a result the Dragon had difficulty hearing me. It often mistook small bursts of noise for words, and made comic and sometimes frustrating attempts to interpret this random noise. Its most common mis-guess was that the spurious signals were the word "to." My documents were sprinkled with what looked like flute music. Some of the other mis-transcriptions were inspired in an oracular way: "figurwriting right to giv Energy Equipmented." Needless to say, I gave up the project of writing the whole column with DragonDictate alone.

DragonDictate is extremely vulnerable to system noise, to environmental noise, or to electronic noise from the sound board. If you work in a noisy environment, or if you do not have a supported soundcard, I can promise you will be frustrated some of the time.

If I were one of Dragon Systems' publicists I would respond thus: 'It is not fair to judge our software's performance by your experience. You yourself say your hardware is the problem.'

> *Once DragonDictate has **separate words** to work with, its ability to recognize them is frequently amazing. Right out of the box it understands the **careful speech** of most American speakers.*

Well, yes, but... Microsoft must make MS Word usable on good keyboards and bad keyboards. It may not be fair to the manufacturer to insist that their software interpret sound that has come through a problematic board-and-microphone combination. But that is exactly the demand that many users will be making. Few of us want to buy new hardware to make software work.

Dragon Systems does have a list of supported sound boards, available on request. May I suggest you do not buy the product unless your board is on the list, or unless Dragon Systems tech support has assured you it will work.

And now for the good news.

DragonDictate is a very sophisticated piece of work. It has dealt with many of the difficulties involved in controlling a computer without using hands at all. It does this by having many vocabularies. Some of them are application-specific and have many pre-made commands tailored to the program they accompany. Others are generic commands that move between programs, control the Windows environment, and manage DragonDictate itself. But the main vocabulary is for dictation: even the small edition recognizes 10,000 English words. Some recognize up to 60,000 words at a time, and there are specialized vocabularies available for law, medicine and business.

You must slightly separate your words when you speak. If you have wondered why Caine in the television series *Kung Fu* speaks so slowly,

continued on page 102

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Tax Research With Electronic Tools

Not The Right Stuff For Every Office

CPAs and tax lawyers increasingly turn to CD-ROM-based computerized research tools, often referred to as tax services. Typically, these volumes of annotated legal analysis, commentary, and instruction cost thousands of dollars per set. They are also available at some public libraries, and so can be accessed by adventurous do-it-yourselfers seeking fast-and-easy answers to troublesome federal income tax problems.

Indeed, anyone who has used an Internet search engine such as Yahoo or Lycos will feel comfortable with the mechanics of CD-ROM-based tax research. Combining a large database with powerful search capabilities, these systems theoretically promise instant solutions to complex questions of tax.

Don't Try This At Home

Sound too good to be true? Think again. Taxation is an explosive topic, with tax issues somewhat akin to a pipe bomb. To the untrained eye it can be fairly nondescript, characterized by a leaden dullness in a familiar shape. But just beneath the smooth, shiny surface of the CD-ROM is a knot of hidden technical interpretations, precedents, exceptions, and definitional devices, which could easily blow up in your face, rip through your business, and wreak secondary havoc on those innocent crowds whose lives and livelihoods depend on the predictable solidity of your operations.

Call me an early-middle-aged fuddy duddy, but this CPA does not embrace CD-ROMs for delivery of most tax research and analysis. I certainly do not recommend it for do-it-yourselfers nor, in most cases, for everyday tax professionals.

In general, these CDs are targeted to small firms with few economic options. Larger firms with more in-house resources still luxuriate in traditional, paper services. A bone-chilling manifestation of these differences, publishers sell electronic subscriptions of limited utility to small practitioners while commanding premium revenues from the international accounting giants for collections of print services.

The emergence of CD-based tax services—lengthy compendiums of tax analysis—illustrates how technical publishers are in a position to define the market and impose overly refined and inappropriate software tools upon unwilling professional users.

Office Real Estate And Research

A visit to an average law library reveals a dominant chunk of real estate devoted to taxation literature. A single CD, of course, easily holds the same information stacked on a hundred feet of shelf space. Imagine the seductive savings that a small accounting office could achieve by condensing a large section of the local library into a small stack of CDs. Filing the loose leaf updates of a paper library alone requires a dedicated part-time clerical staff. Get a replacement CD in the mail, and you can cut back on both office space and employees.

This CPA does not embrace CD-ROMs for delivery of most tax research and analysis. I certainly do not recommend it for do-it-yourselfers nor, in most cases, for everyday tax professionals.

Indeed, based on vendor claims, one would think that the possibility of performing almost exclusively electronic, low cost, and effective tax research has become a reality. A 1995 survey conducted by the American Institute of Certified Public Accountants suggests that almost half of public accounting firms are performing at least some electronic tax research in just this manner. A recent article in the prestigious *Journal of Accountancy* observes:

> "Although many CPAs still work with paper subscription tax services, thumbing through hundreds of bound pages, increasingly others are harnessing their computers to get answers to tax questions. Those who have turned to computers find they can do the work faster, cheaper, easier."

In practice, however, electronic services leave much to be desired. When a tax issue arises, the first task for the professional is to frame and formulate the problem and determine the focus of the research. This might start with secondary sources, the so-called "tax services." These services annotate the law, and reduce IRS Code, rulings, regulations, and cases into decipherable English in a cross-referenced context. These legal compendiums are typically comprised of twenty to thirty-five big volumes, or hundreds of detailed portfolios. Skimming whole sections, you gradually appreciate the entirety of the issues, the scope and complexity of rele-

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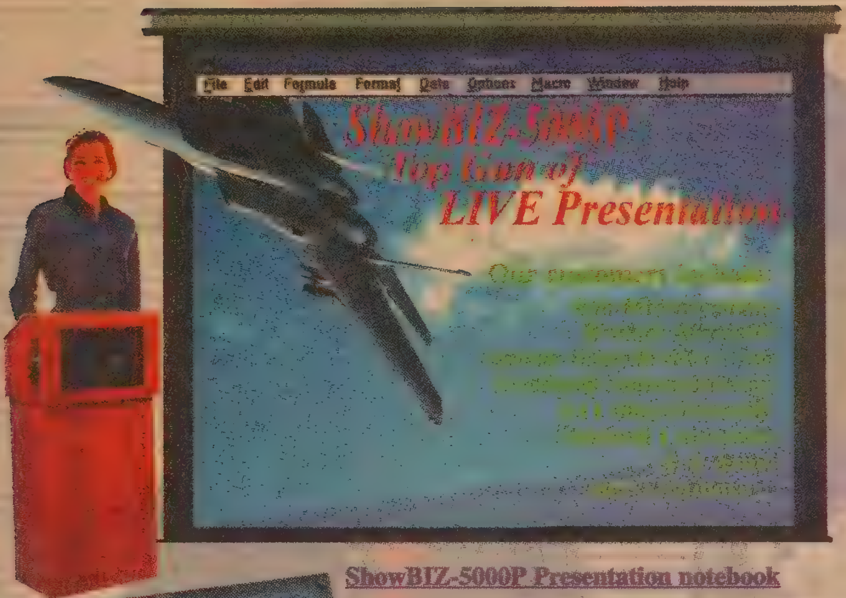
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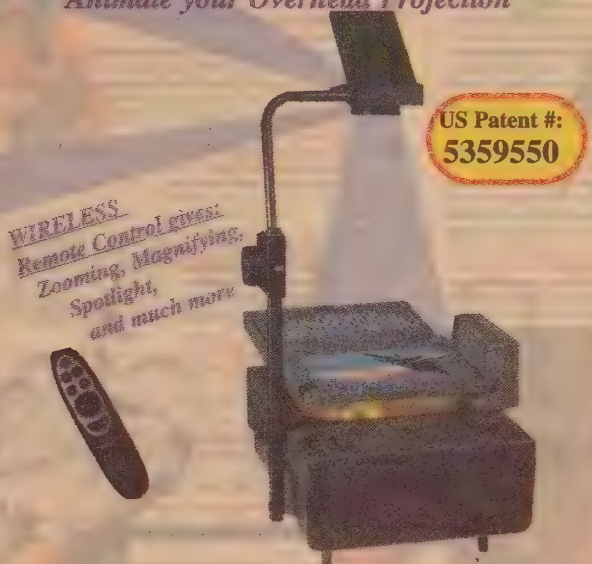
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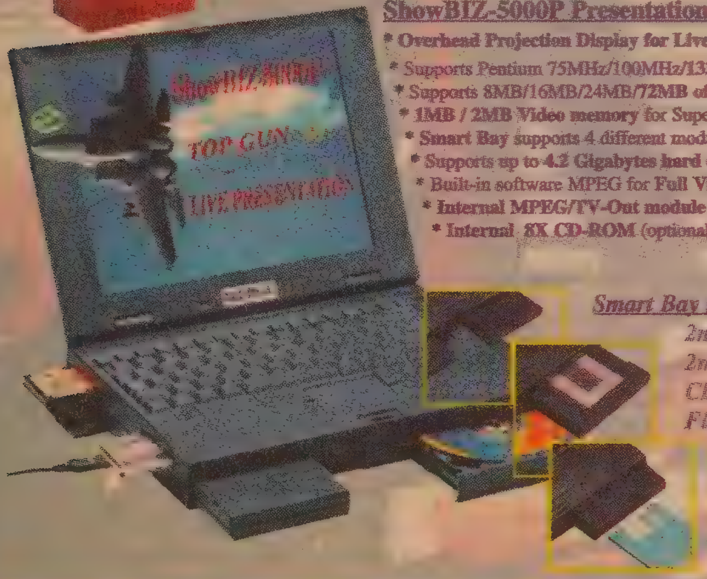
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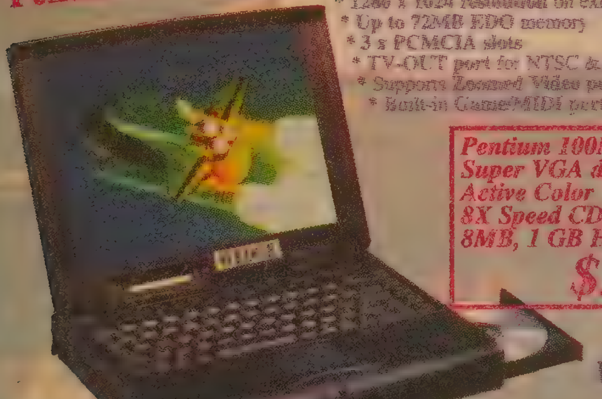

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Accounting *continued...*

vant law. Closely related topics can be persued and practice pointers picked up, as well.

By contrast, CD-ROM research starts by entering keywords and performing complex searches using Boolean logic (and, or, not, and near) and several sifting criteria. This requires the researcher to recognize an answer if it comes up, if they are lucky enough to have framed the search fortuitously. Instead of providing breadth and perspective, this word-searching locates a specific phrase amid an ocean of information, then highlights it.

If the choice is made to skim whole sections of tax analysis on the CD-ROM to get an overview, this can easily become a tedious task of scrolling through screenfull after screenfull of text and digitally "flipping" back and forth.

Likewise, working with indexes and tables of contents equipped with hyperlinks to the text also sounds ideal. While the use of indexes has always been important for getting started, the problem with using hyperlinks for tax research is that it is narrowly focused and, in effect, places blinders on the user.

> To imply that traditional research techniques waste billable hours while expensive experts look for a needle in a haystack perverts the ordinary understanding of prudence and due diligence.

The point of thumbing through those hundreds of bound, dusty, nonmagnetic pages is to increase perspective, explore well-reasoned alternatives, and reflect on planning opportunities, as well as pitfalls. To imply that traditional research techniques waste billable hours while expensive experts look for a needle in a haystack perverts the ordinary understanding of prudence and due diligence. It just don't sit right with me.

Referencing on disk is fine for those occasions when you just need to check a specific citation or pull up some precise language. But would you really want a tax advisor whose understanding of your transaction is dependent on a Boolean word search?

For an experienced and sophisticated tax advisor there is no substitute for the comprehensive understanding that comes from spreading a few books and portfolios across the desk, digging, and ruminating on a particular situation. Total reliance on automation results in a work product that is perfunctory, less critical, and devoid of the human perception of tax as an organic mosaic rife with interpretive opportunities for the informed imagination of the mature practitioner. It is art, not SpellStar.

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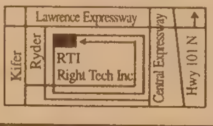

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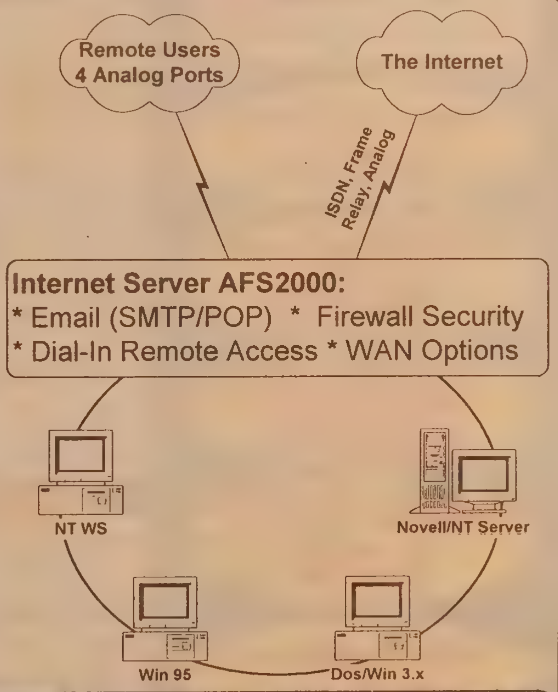
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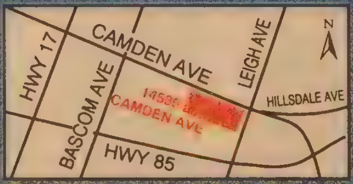

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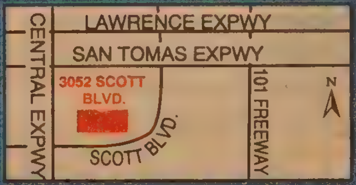

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Awkward, Messy, Stale

Press some users and they will admit to less obvious inefficiencies as well. You lose time trying to effectively review long treatises onscreen. After identifying the necessary excerpts, you end up waiting for those sections to print and then work from hardcopy anyway—but without the surrounding context.

> While the use of indexes has always been important for getting started, the problem with using hyperlinks for tax research is that it is narrowly focused and, in effect, places blinders on the user.

After all that printing, you now have a stack of pages—none of which are neatly bound or indexed. They can quickly become disorganized and misshuffled. As work progresses, the genetically neat practitioner is driven to sorting those piles into a growing collection of manila folders, and eventually it's time to rehire that file clerk.

When I research, I move from the books and articles on my desk to the word processor or other application on my computer desktop. When I pull the CD-ROM into the act, I invariably fall into the unproductive habit of excessively cutting and pasting from window to window, because the reference material would otherwise disappear from the desktop.

Another drawback is that vendors don't update CDs as frequently as their paper services. The reasons are easy to see. They might charge $1,500 to $2,000 for an annual subscription per service. A library may include many services. With so many CDs in circulation, extra sets of those pricey copyrighted materials are likey to fall into the hands of non-subscribers. Under a typical license arrangement, therefore, the vendor will issue a complete new set of CDs periodically, but only after the customer returns the second to the last issued set. This arrangement ensures that unauthorized CDs get destroyed. To allow time to swap old disks for new, CD services are updated only about half as often as paper services.

Its Not The Media, Stupid

The cornerstone of traditional tax research, which CPAs and laywers perform, is a wide assortment of expensive subscription secondary source materials—so-called tax services. Having these resources in-house enables a practitioner to conduct quick yet thorough studies. From these secondary sources, primary materials such as Code, court cases, and rulings can be identified.

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Ironically, CD-ROMs are great for primary source material. Because primary materials are public domain government documents, the production costs are minimal. Indeed, a substantial library of primary source tax materials on CD-ROM can be purchased for a hundred dollars. Some materials can even be downloaded directly, online.

Large legal and tax firms can justify paying the small fortune necessary annually to maintain a current bound library, because the overhead is shared by so many practitioners. And large firms can afford it because they cater to giant, high-fee clients.

The problem for publishers, then, is how to sell secondary source materials to the more numerous little operators without sacrificing the happy margins available from the big guys. Their solution is classic price discrimination by product differentiation. Towards this end, small firms get a handful of CD-ROMs and their clients have to hope that their CPA is smarter than the material they're stamped on. Large firms get a full paper library complete with a librarian to keep it updated, and their clients consider it a status symbol to pay the bill.

In actuality, large firms typically purchase tax services in both paper and CD-ROM format. This is because the price of such redundancy is relatively small—only about $500 a year extra after the identical paper service has already been purchased. And there are situations when CDs are genuinely helpful, such as when a fast and easy answer is all what is sought, or when a hardbound volume is being used by someone else.

Tax publishers have confused and perverted the ease of computer research tools with a discriminatory pricing scheme that has seriously eroded the ability of traditional tax advisors to access subscription tax services. Practitioners, taxpayers, and anyone else who performs electronic tax research should understand its limitations.

I'm generally as pro-digital as the next guy in these parts, but I maintain that tax research is best performed without over-reliance on hi-tech tools. ■

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Free reprints of the following are available from David Simon's office in Oakland. (510)893-5753.

RESOURCES:

Robert L. Black, "Technology: Tips, Tricks and Traps of CD-ROM Tax Research," *The Tax Adviser, Parts I, II* (October 1995, January 1996)

Lee Knight and Ray Knight, "Tax Research: Faster, Cheaper, Easier with Hi-Tech Tools," *Journal of Accountancy* 8/96

Ted Needleman, "Our First Ever Electronic Research Face-Off," 12 *Accounting Technology* 16 (August 1996)

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The Making Of An Internet Business: Part IV

How To Save The Other $995,000 On Your Next Startup

In last month's article we discussed how to stretch dollars, with a goal of saving $1 million on your next startup. We began with "small" stuff... well, small if you're already off the ground, but big if you're just starting out. We've got to find a way to save another $995,000, so it's time to tackle bigger-picture items.

Spend More To Save More

One of the tenets of saving money is a willingness to roll up your sleeves and do work where you can—unless of course, it's just stupid to do so. Case in point: Let ADP (Automated Data Processing, *http://www.ADP.com)* or some other payroll service handle your payroll processing. Yes, you can do payroll yourself. Yes, it will *seem* like you're saving money. Yes, you'll spend *a lot more* money on aspirin, and end up wasting a lot of time to boot.

> If you're new to computers, buy a Macintosh. **PERIOD.** Doesn't matter what you read in the papers about which foot Apple has shot itself in this week. Something that matters in our pursuit of the cost-effective business is how little time we waste. If you're new, buying a Mac is a real time-saver.

Same goes with buying an accounting system. Bite the bullet: Buy and use one. As my operations person says, "Unless you can keep track of what you spend, you'll never know how much you're spending." Well, that is, until it's too late.

Ditto with purchasing computer equipment. It's very tempting to buy the "discount-of-the-week" computer, but factor this into the equation: Sooner or later, all machines break. It's great when it's later, but you're starting a business, so you have to *plan* on it being sooner.

When you have problems with your computer, what kind of life preserver—um, I mean warranty agreement—can you cling to? When will you get your machine back? Does your computer dealer have loaner equipment? How far will you have to go to drop off and pick up the machine? If all hell breaks loose, can you get a total refund within 30 days of purchase? And the final, big question: How long will you have to wait on "hold" to talk to a live person?

Brrrr. Better to spend a bit more and build a good relationship with a solid, conveniently located dealership. The alternatives are costly. With this said, how do you find a solid dealership?

Ask everyone you know with a PC. Ask them if they've had problems. Ask them if they felt their dealer was responsive. Then ask the prospective dealer "What happens when my monitor breaks... can I get a loaner?" Is the repair time guaranteed? Look 'em in the eye and say, "If something goes wrong, how are you going to help me fix it?"

(Biased Side Note: If you're new to computers, buy a Macintosh. Period. Doesn't matter what you read in the papers about which foot Apple has shot itself in this week. Something that matters in our pursuit of the cost-effective business is how little time we waste. If you're new, buying a Mac is a real time-saver.)

Ask And Ye Shall Receive

Just because I'm suggesting you work with a reputable and convenient computer dealer doesn't mean I'm suggesting you should pay "retail." No way! Get three or four bids for every piece of equipment you buy every time you buy equipment. Let people know up front that you're getting bids. This will let the computer dealers know that they should be on their best behavior. This will also give you a good sense of what's a great price.

In this highly-competitive marketplace, knowledge is power. I haven't met a successful computer dealer yet that wouldn't match—or at least come close to—the best legitimate price you find.

Monthly Special

Panasonic 12X IDE CD-ROM $109

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- Panasonic12X IDE CD-ROM
- Creative Lab SE32 PnP
- 260 Watt Stereo Speaker
- MS Natual Keyboard
- Microsoft Mouse
- ATX 440FX Mid Tower Case

Pro-200.....$1798
Pro-180.....$1688
Pro-150.....$1428

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MS NT 3.51Server.........$469

Tri-Stars Deluxe Multimedia Systems

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- Sony 1.44MB Floppy Drive
- 2.0GB EIDE Hard Drive
- Diamond Stealth 64 2MB PCI Video DRAM
- Panasonic12X IDE CD-ROM
- Sound Blaster 16 Sound Card
- 160 Watt stereo Speaker
- Keytronic 104 Keyboard
- Mitsumi Mouse
- Super Mini Tower Case

P-200MMX....$1408
P-200...........$1318
P-166MMX.....$1238
P-166...........$1188

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- 1.7GB EIDE Hard Drive
- Diamond Stealth 64 1MB PCI Video DRAM
- 8 X IDE CD-ROM
- Sound Blaster 16 Sound Card
- 60 Watt Stereo Speaker
- Mitsumi 104 Keyboard
- Mitsumi Mouse
- Super Mini Tower Case

P-133..............$858
P-150..............$878
P-166............$1028
P-200............$1158

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Windows95....................$90

Tri-Stars Station SYSTEMS

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- 8MB EDO 72pin RAM
- Sony 1.44 MB Floppy Drive
- 1.2GB EIDE Hard Drive
- Trident 1MB PCI DRAM Upgradable to 2MB
- Mitsumi 104 Keyboard
- Mitsumi Mouse
- Mini Tower Case w/230W
- 8X IDE CD-ROM

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P-150............$738
P-166............$898
P-200..........$1028

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- 6X Speed CD-ROM
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Upgrade Memory Module(WRAM) 2MB/4MB/6MB	$87/169/228
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Stealth 3D 2000XL EDO DRAM 2MB/4MB	$93/118
Staelth 3D 3000XL VRAM 2MB(upgradable)/4MB	$154/208

ATI

3D Pro Turbo4/8MB SGRAM	$188/264
3D Xpression+ 2/4MB SDRAM	$118/139
Winturbo 2/4MB VRAM	$149/225
Video Boost 1/2MB EDO DRAM	$62/72

Trident

9680 1/2MB w/MPEG PCI	$32/42

FAX/MODEM

Fax/modem14400/14400 Int	**$25**
Fax/Modem 33.6 Int.	$75
fax/Modem 33.6 w/Voice Int.	$85

US Robotics

Sporster 33 6 Int.	$114
Sportster 33 6 Int. w/Voice	$125

MONITOR

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3A 14" PnP SVGA	$199
3Plus 14" NI SVGA 1024x768.28dp	$195
5Plus 15" NI SVGA 1280x1024.28dp	$268
7Plus 17" NI SVGA 1280x1024.28dp	$468
Vienna 17" SVGA	$519
Vienna Pro 17" SVGA	$689

MAG

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DX15T 15" Trinatron	$349
DX1795 17"NI 1280x1024.28dp	$559
770T 17" NI Trinatron	$688

Acer

34T 14" NI 1024x768 .28dp	$204
56E 15"NI 1024x768 Digital Control	$288
76IE 17" NI 1280x1024 Digital Control	$519

View Sonic

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17GS 17"NI SVGA 1280x1024 .28dp	$599
PT770 17" 1600x1280 .25dp	$719
PT810 21" 1600x1280 .30dp	$1525

Princeton Graphics

Ultra 40 14" SVGA NI .28dp	$225
Ultra 50 15"SVGA NI .28dp	$298
Ultra 17+ 17" SVGA NI.28dp	$579
Ultra 20 20" SVGA NI .27dp	$1088
EO15 15" NI .28dp	$314
EO70 17" NI .27dp	$498

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540MB/630MB IDE	$118/134
1.08GB IDE/1.2GB IDE	$178/184
1.6GB IDE/1.7GB IDE	$199/209
2.1GB IDE/2.5GB IDE	$235/265
3.1GB IDE/4.0GB SCSI	$299/928
9GB Wide SCSI	$1988

MOTHERBOARDS

Intel Venus Motherboard	$245
Intel Mail Motherboard	$118
ASUS P55T2D4HX Chip w/256k P/B	$155
ASUS P55TVD4VX Chip w/256k P/B	$145
Impression TritonHXw/256k 256k	$115
Impression TritonVX w/256k P/B	$108
J-Bond w/Adaptec2940 UW SCSI Built-on &256kP/B Cache triton HX	$295
486 Support DX4-133 VLB w/256k Cache	$65

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Conner 8.0 GB SCSI Int	$359

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T-1000 800MB Int	$128
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T-3000 3.2GB Int	$186

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Mitsumi 12 Speed IDE Int	$119
Acer 8 Speed IDE Int	$98
Mitsumi 8 Speed IDE Int	$97
Panasonic 8 Speed IDE Int	$102
Sony 8 Speed IDE Int	$108

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16 Bit Sound Card	$24
Acer 16 Bit Sound Card	$26
Acer 32 Bit Sound Card	$69
Sound Blaster 16 Bit PnP	$59
Sound Blaster 16 PnP IDE	$64
Sound Blaster SE32 PnP	$94
Sound Blaster AWE 32	$178
Sound Blaster AWE 64	$188

Speaker

10 Watt/60Watt	$5/14
160Watt /260Watt 3D	$27/36
300 Watt Suround Sound	$45

MEMORY &CPU

Intel, AMD, Cyrix, IBM, 72Pin Long Dimm Memory are avalible call for updata price

NETWORK CARDS

16 Bit Ethernet Card ISA	$21
16 Bit Ethernet Card PCI	$32
5-Port Ethernet Hub	$58
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3Com

3C900 PCI TP	$88
3C900 PCI COMBO	$118
3C905 TX PCI 100 Base-T	$116

Intel

P-100 PP 8465	$78

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Mitsumi 104 for Windows 95	$13
Keytronic 104 for windows 95	$19
Microsoft Natual Key (w/system)	$58
3-Button Mouse MS compatible	$5
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Logitec

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Mouseman Bus (Retail)	$65

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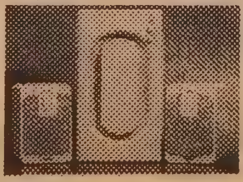

MaxView SVGA Monitor
- **14" .28dp 1024x768.........$185**
- **15" ,28dp 1024x768 ....$255**
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- **Digital Control $449**
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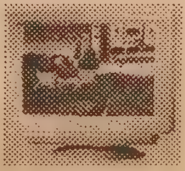

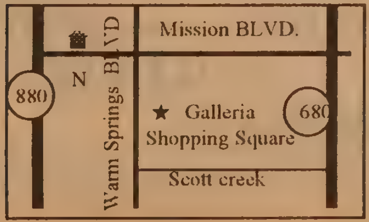

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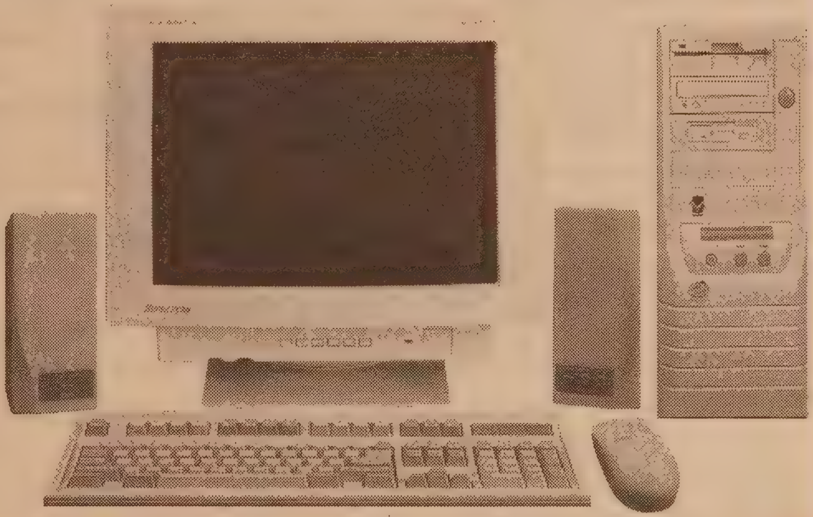

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Ethernet Card
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The Making Of *continued...*

If you're really small, consider this: Computer companies generally blow out their old inventory to their employees at drastically reduced rates. If you know anyone working at the hundreds of computer hardware companies residing in the Valley, you might ask if they can get you such a discount. For a few computer set-ups—with a good warranty and reasonable proximity to the repair depot—the savings will add up in the thousands. (Tip: Remember to be eternally grateful to your friend for doing this.)

While we're discussing negotiations, don't forget to negotiate for services like Ma Bell. I know a guy who got almost $2,000 in phone credits pitting AT&T against MCI, and, believe it or not, MCI Residential vs. MCI Business. My friend was in stitches: "I really didn't do anything but sit back and watch these guys try to crush each other." I saw him laughing all the way to the bank. Really.

> Get three or four bids for every piece of equipment you buy every time you buy equipment. Let people know up front that you're getting bids. This will let the computer dealers know that they should be on their best behavior.

And Software, Too

Just a quick one on software that will save you a bundle: Everyone gives away everything for free on the Internet... well, at least for a "trial" period. From free email programs to free hard disk defraggers to free server software. Take full advantage of this.

This is good business for software vendors because you'll: (1) eventually buy the software because you'll get tired of downloading and reinstalling the trial version month after month; (2) go out of business but still tell all of your friends what a great piece of free software you used (and maybe they'll have a better shot at staying in business). Software vendors know that there's great strength to an installed base, whether paying or not. (Just ask Netscape.)

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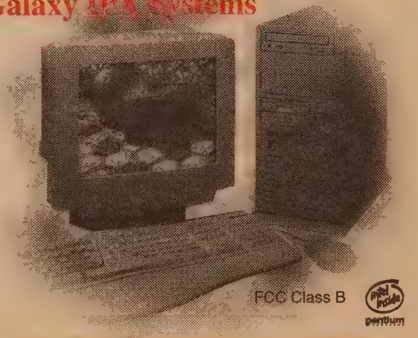
Galaxy IPX Systems



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133MHz $1859

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- MS Comp. 3 Button Mouse

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- Medium Tower Case
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- Windows 95

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- 1.7GB Hard Drive
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- 1.44 Floppy Drive
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- Diamond Stealth SVGA Video Card w/2MB
- 28.800 Int. Fax Modem
- 16-Bit Sound Card
- 60W Stereo Speakers
- PCI Controller with I/O
- Medium Tower Case
- Enhanced 104 Keyboard
- Mouse & Mouse Pad
- Windows 95 & 30 CD Titles

Fax Modem Included!

Pentium®-100..$1329
Pentium®-120..$1359
Pentium®-133..$1459
Pentium®-150..$1579
Pentium®-166..$1679

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- P-5 Motherboard w/256K Cache
- 32MB EDO RAM
- 2.5GB Hard Drive
- 10X CD-ROM Drive
- 1.44 Floppy Drive
- 17" NI SVGA Monitor .27
- Tseng 2MB-PCI/28-Bit MPEG
- 33.600 Int. Fax Modem
- 16-Bit Sound Card
- 60W Stereo Speakers
- PCI Controller with I/O
- Medium Tower Case
- Enhanced 104 Keyboard
- Mouse & Mouse Pad
- Windows 95 & 30 CD Titles

Fax Modem Included!

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Pentium®-120..$1719
Pentium®-133..$1789
Pentium®-150..$1859
Pentium®-166..$1939
Pentium®-200..$2049

MOTHERBOARDS w/ CPU

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486DX4-120	CALL
486DX4-133	CALL
Intel Pentium® Triton 100	229
Intel Pentium® Triton 120/133	249/319
Intel Pentium® Triton 150/166	349/489
Intel Pentium® 200	619
Intel Pentium® Pro	CALL

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The Making Of *continued...*

Don't discount the free stuff you get with PCs and Macs these days, either: I do as much writing as anyone I know, and I use WordPad on my Windows machine and the $29 WriteNow for the Mac. (Rich Text Format gives me all the cross-machine compatibility I need.)

Home Is Where The Office Is

The easiest way to start a business is from home. In the past, this might have seemed like an "unprofessional" option. Today, it's downright high-tech.

And no doubt about it, depending where you're located, you'll save between $1 and $3 a square foot. For a 1,000 square foot office, this is between $1,390 and $4,170 a month.

Did I do the math right? If you totally play by the rules, you can deduct this office space from your income taxes, about 39% between state and federal. (As discussed in the previous article, yet another question you can ask lawyers and accountants you're interviewing.)

Tip: Don't try to run your telephone, fax, answering machine, and modem from one telephone line, even if it is theoretically possible to do. Even if someone bets you. It's a long, ugly story. Consider yourself saved.

The Office Is Where The Office Is

If you need more space, here is what appears to be a well-kept secret: You can find professional office space for under $1/sq. ft. in the Bay Area. Office space that you can rent month-to-month. Office space that might already be furnished. Office space that might already have a professional phone system installed. And the big one: Office space that might have T1 access included in the rent!

Have you fainted yet? I fainted just proofing what I just wrote.

There is this great concept that could make a big dent in that $995,000 we're looking to save. And that is the concept of a business "incubator."

Some bright people figured out that if they could help new businesses get off the ground, the surrounding community would benefit from the creation of additional jobs, the creation of additional taxable revenues, and the creation of a cutting-edge, "happening" community image.

But getting a fledgling business to take that first, professional step would be the challenge.

Enter the nonprofit business incubator that converts unused resources, like slightly-outdated equipment, slightly "roughed up" furniture, and between-jobs consultants, into a productive, professional, and most importantly, affordable office support environment.

What's more, most of these nonprofit incubators also have tight connections into the venture capital and "angel" investor communities. We're talking full-service operations here.

To see if your locale has such an incubator (they're popping up all over the place), just call city hall. Or, you can get in touch with Jim Robbins (email: *JARobbins@AOL.com* , tel: (408)938-3921, *http://www.sjsbc.org*), one of the czars of these things.

How Do We Make It Over the Top?

As excited as I am about incubator space, the bottom line is that we're

continued on page 84

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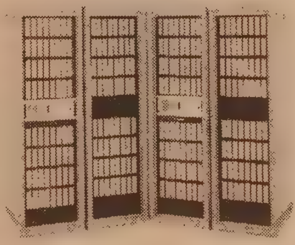

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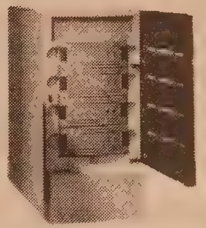

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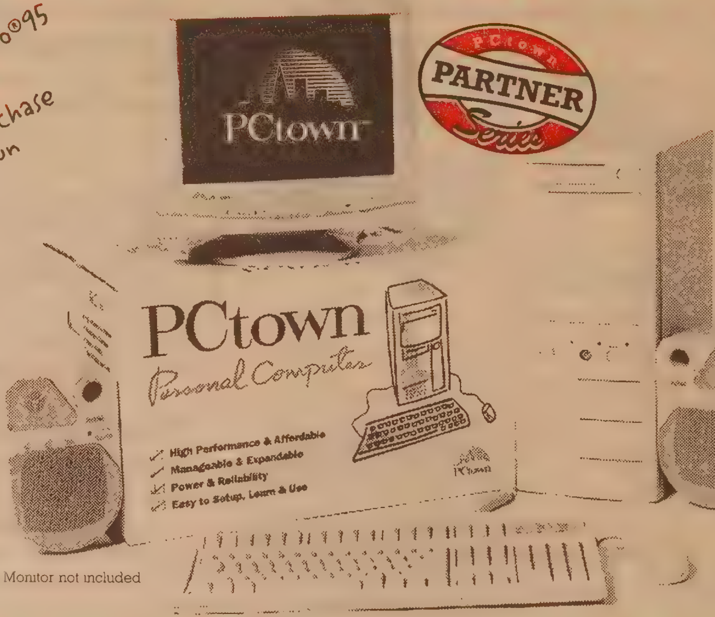

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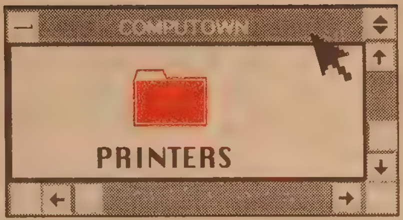

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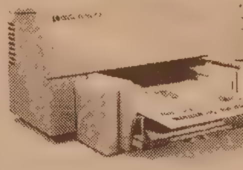

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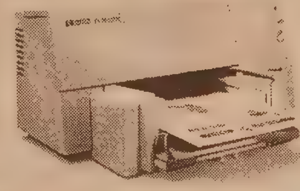

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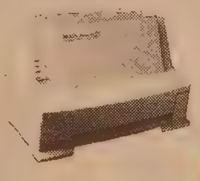

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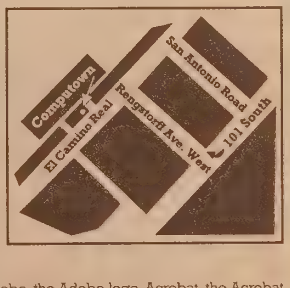

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- **12X EIDE CD-ROM Drive**
- Built-In Sound Card (Yamaha Chipset)
- Keytronic Windows 95 Keyboard
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- CD: Microsoft Windows 95

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- Logitech First Mouse & Mouse Pad
- CD: Microsoft Windows 95
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- External SCSI-II Kit

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Pentium 200	$2525

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- Diamond Stealth 64 2Mb Video DRAM
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- Creative Labs 16 PnP Sound Card
- Logitech MouseMan Combo & Mouse Pad
- Keytronic Windows 95 Keyboard
- PMPO: 80 Watts Speakers
- External SCSI-II Kit
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Pentium 133	$1900
Pentium 150	$1915
Pentium 166	$2100
Pentium 200	$2230

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LINUX & WIN95

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- Mid Tower Case, 230 Watts Power Supply
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- Diamond Stealth 64 PCI 2Mb DRAM
- 12X EIDE CD-ROM Drive
- Sound Blaster 16 PnP Sound Card
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The Making Of

continued from page 78

The easiest way to start a business is from home.
In the past, this might have seemed like an "unprofessional" option.
Today, it's downright high-tech.

still $900,000 or so away from saving $1,000,000 on our startup.

Assuming we're small and we won't get $900,000 in cost savings from moving our operation out of the most expensive professional market short of the NBA (both in terms of height and salaries), we still can work on company *valuation.*

Venture capitalists and investors look at a whole bunch of measures to value a company. The odds are against your company making it; therefore, the venture community loves it when as much risk as possible is eliminated.

Everyone knows about sales risk: "If you build it, they will come." That doesn't even work in the movies these days (ask Kevin Costner about *Waterworld*). And marketing risk: "What was that name again?" says the customer with a blank stare.

Not a lot that you can do with these risks in the early going. However, you can do something about *technical risk.* My advice to you, if you want to save $1 million—or more—on a startup is: Using everything we discussed over the last few articles, figure out how to get a prototype—or better yet, a working version—of your product out the door and into the hands of people who can get excited about the technology. Don't say it can't be done, because this industry was built from the garage up. Don't say you don't have the currency because you can use Silicon Valley money: Options.

The bottom line: You'll be *amazed* how far you get on a mixture of a little cash and a lot of sweat equity. From what my venture friends tell me, it's the difference between a $1 million and a $2 million valuation. Or a lot more.

Next up: Is it hot in here, or is Silicon Valley the craziest place in the world to start a company?! ■

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Non Linear
Digital Video
Open House - Feb 20th

Attend our open house for the latest on Digital Video and Non Linear Editing
Feb. 20th 10:00am-5:00pm

Representatives from Sony and Fast Electronics will be discussing new Digital Video Firewire products, DV Camcorders and DV VTR's.

Sony will introduce the new DSR 200 Digital Camcorder and DSR 30 Digital Editor Recorder Player with DVCAM Format. Edit directly in DV through the Firewire interface.
Times: 10:00 AM and 1:00 PM

Fast will demonstrate the new DV Master Non Linear Editing Board. The DV Master is a real-time hardware solution for non linear editing of a DV image through the use of the Firewire interface.
Times: 11:30 AM and 2:30 PM

New
Media 100 lx
being shown for the first time.
See this Power Macintosh Non Linear Editing System in Action

Video Machine User Group Meeting
7:00 PM Feb. 20th

Digital Video and Non Linear Products

Sony DCR-VX1000 DV Digital Camcorder	$3,600
MiroVideo DC30 Non Linear Capture for PC	890
JVC GRDV-1 DV Digital Camcorder - B Stock	1,790
DPS Perception/Capture High quality non linear editing	2,695
Sony DSR 200 Digital DVCAM Camcorder	5,500
Interactive Images Plum Non linear editor	3,749
Sony DSR 30 DVCAM digital editor/player/recorder	4,200
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Microsoft Ergonomic Mouse
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1.44 MB Floppy Drive
33.6 US Robotics Win Modem
Mid Tower Case w/ 230 PS
104 Key Keytronics KBO
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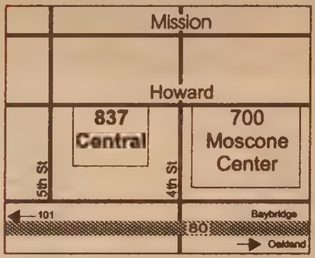

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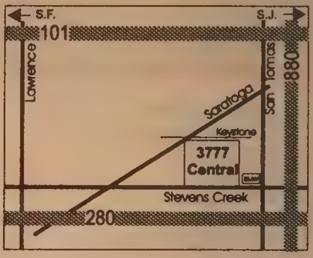

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Cooling Fan for 486 CPU	4.95
Cooling Fan for Pentium® processor	6.95

5. DIGITIZER

SUMMASKETCH

III 12 x 12, 4 or 16 button cursor / stylus	**(249)*
III 12 x 18, 4 button cursor	**(395)*
- 2 button stylus for III	39

WACOM

Art Pad II 4x5, w. Erasing Ultra Pen for PC	135
- w. Fractal Dabbler	155
Art Pad II 4x5, for MAC	139
Art Z II 6x8, w. Erasing Ultra Pen for PC	**(299)*
- for MAC	309
Art Z II 12x12, w. Erasing Ultra Pen for PC	425
- for MAC	429
Art Z II 12x18, w. UP-701E	685
UD-2 Mac Kit	45
UD-520 4-button Cursor	109
UP-201 Pressure Stylus	49.95
UP-701E Erasing Ultra Pen	69.95

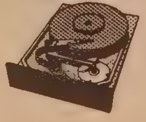
6. DRIVE

FLOPPY DRIVE :

TEAC

1.2MB 5.25"	43
1.44MB 3.5" / w. frame	27/31
Dual - 1.2MB & 1.44MB	85

HARD DRIVE :



FUJITSU

M1636TAU 1.2GB 10ms 128k, 5400rpm, IDE	189
M1623TAU 1.7GB 10ms 128k, 5400rpm, IDE	219
M1624TAU 2.16GB 10ms 128k, 5400rpm, IDE	**(245)*
M1638TAU 2.56GB 10ms 128k, 5400rpm, IDE	279
M2954SYU 4GB 8ms 512k, 7200rpm, SCSI-2	889
M2954QAU 4GB 8ms Wide-SCSI	929
M2949SYU 9GB 10ms 512k SCSI	1965

JTS (1 yr. DOA w. manufacturer)

P1200-2AF 1.2GB 14ms 32k EIDE	175
C1600-3AF 1.6GB 14ms 128k EIDE	205
C2000-3AF 2GB 14ms 128k EIDE	235

IBM

32160 2GB 8.5ms SCSI, 5400rpm	359

KINGSTON

PCMCIA 260MB IDE, type III	375
PCMCIA 340MB IDE, type III	445

MAXTOR

MXT-81750A 1.7GB 12ms 64k IDE	219
MXT-72025AP 2GB 12ms 128k IDE	259

MICROPOLIS

MC-4221 2.1GB 9ms 512k 1/2 ht	599
MC-3243 4GB 8.5ms 512k 3.5" ht	869
MC-1991 9GB 12ms 5.25"	1855

QUANTUM

SALE (limit 1 per customer, while supplies last)

FBTM-32110S 2GB SCSI-2	**335**

FBTM-1280A 1.2GB 12ms 128k IDE	199
FBTM-2110AT 2.1GB 10.5ms 128k IDE	265
FBTM-3200AT 3.2GB 11ms 128k IDE	339
FBTM-33840AT 3.8GB 11ms 128k IDE	369
Atlas XP-32150W 2GB 8ms 7200rpm, Fast-Wide SCSi	499
FBTM-3200S 3.2GB 10ms 64k SCSI	425
Atlas-2 45500S 4.3GB 8ms 512k Ultra SCSI	985
Atlas-2 4550W 4.3GB 9ms 512k Ultra-Wide-SCSI	999

SEAGATE

SALE (limit 1 per customer, while supplies last)

ST-32155N 2.14GB 9ms 256k Ultra-SCSI	**449**
ST-32155W 2.14GB 9ms Ultra-Wide SCSI	**529**

ST-31276A 1.2GB 12ms 64k IDE 1" ht.	195
ST-32132A 2.1GB 12.5ms 128k IDE	249
ST-51080N 1GB 12.5ms 128k SCSI	269
ST-32550W 2.14GB 7200rpm, Fast-wide SCSI	695
ST-32171N 2GB Ultra-SCSI	685
ST-32171W 2GB Ultra-Wide SCSI	765
ST-34371N 4GB Ultra SCSI	1065
ST-34371W 4GB Ultra-Wide SCSI	1245
ST-1917N 9GB Ultra SCSI	2095

TOSHIBA (notebook drive)

PCMCIA 262MB IDE	425
MK1002MAV 1GB 13ms 128k IDE 2.5"	255
MK1301MAV 1.3GB 13ms 128k IDE 2.5"	329

WESTERN DIGITAL

SALE (limit 1 per customer, while supplies last)

WD-33100 3GB 12ms 128k IDE	**299**

WD-21200 1.2GB 11ms 128k IDE	**(205)*
WD-21600 1.6GB 10ms 128k IDE	219
WD-22100 2.1GB 12ms 128k IDE	259
WD-32500 2.5GB 12ms 128k IDE	279

OTHERS

Descartes PCMCIA Card Reader /Writer for PC	109
Mounting Frame for 3.5" Hard / Floppy Drive	4/4
Removable Case for 3.5" HD IDE	23
Removable Case for HDD SCSI	25

REMOVABLE DRIVE :

IOMEGA

SALE (limit 1 per customer, while supplies last)

Jaz Drive 1GB SCSI Int / Ext	**365/459**

Jaz Disk 1GB / 5 Pack	119/545
Zip Drive 100MB SCSI Int / Ext	189/189
Zip Drive 100MB Parallel	189
- Zip Disk 100MB : Single	17.95
- Zip Disk 100MB : 3-Pack / 10-Pack	48/155
Zip Zoom SCSI Accelerator Card	54

SYQUEST (Mitac)

105MB 3.5" w. cart., SCSI for Mac, Ext	**(175)*
105MB Cartridge / 270MB Cartridge	55/65
EZ 135MB IDE Int	139
EZ Flyer 230MB Parallel / SCSI	*(259)/269
EZ Disk: 135MB / 230MB	19.99/35

7. I/O CARD

FUJITSU

PCMCIA Serial Card	135

**(price) .... SPECIALS , while supplies last*

http://www.centralcomputer.com for update price & catalog

KOUWELL

KW508-E Single Parallel Port	12
KW524H 2S /1P /1G	22
KW524J-1 2S /2P w. 16550 chips	29
KW524L 2S(FiFo) / 1P / 1G w. 16550 chips	32

QUICKPATH

FlexPort 42: 4 Serial / 2 Parallel (Bi - Dir), 16550	99
FlexPort 22EX: 2 Serial / 2 Parallel / 16650	99
PortFolio 550E: 13 Port Multi-I/O, 4 Serial/ 4 FDD/ 2 Parallel/ 2 IDE/ 1G	125

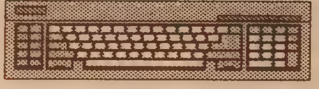
SIIG

Cyberpro 2S Highspeed w. 16650 chips	55
Cyberpro 4S Highspeed w. 16650 chips	89
IO1809 2S/1P w. 16550 chips	39
IIEEE 1284 EPP/ ECP/ Parallel Port	32

STB 4-COM

4 Serial, 16 bit, 16550, support Com 1-8, IRQ (2,3,4,5,10,11,12,15)	99

8. KEYBOARD



FOCUS

FK2001 101 Click / 104 for Win'95	29/35
FK8000 101 w. Calculator	39
FK7200 101 Trackball	37

MICROSOFT

Natural Keyboard oem	69

NORTHGATE OMNI

101P	69
Ultra TP	85
Omnikey Evolution/Glide Point	**(109)*

QTRONIX

Scorpius 104+ for Win'95: White / Black	25/26
Scorpius 105 for Mac	32
Scorpius 105 Trackball for Mac	49

SIIG

Minitouch 81-key Click	45
W104 (for Win'95)	29
Wintouch 104	39

OTHERS

Antec 104: White / Black	21.50/39
BTC 5100 Key Mini (80-key)	35
EZ Key Natural Keyboard	39
Keytronic 104: White / Black	*(29)/39
Maxi 101 / Maxi 124	33/49
Mitsumi 104: model-R / model-ZW	29/16.50
Unikey Natural Keyboard	36

9. MEMORY

DRAM

256k x 4 - 70ns	3.50

SIMM

1 x 9 - 60ns / 70ns	(1MB)	10/10
4 x 9 - 60ns / 70ns	(4MB)	32/32
1 x 36 - 60ns	(4MB, 72 pin)	32
2 x 36 - 60ns	(8MB, 72 pin)	65
4 x 36 - 60ns	(16MB, 72 pin)	99
8 x 36 - 60ns	(32MB, 72 pin)	189
EDO 1 x 32 - 60ns	(4MB)	19
EDO 2 x 32 - 60ns	(8MB)	39
EDO 4 x 32 - 60ns	(16MB)	79
EDO 8 x 32 - 60ns	(32MB)	149
Non Parity : 1 x 32 - 60ns / 70ns		19/19
Non Parity : 2 x 32 - 60ns / 70ns		39/39
Non Parity : 4 x 32 - 60ns		79
Non Parity : 8 x 32 - 60ns		149

OTHERS

Memory for Computer, Laptop, Notebook, & Laser Printer upgrades	call

10. MODEM & FAX

APEX

PCMCIA 14.4 Type II Mobile Direct	**(85)*

BOCA

SALE

14.4 Online Express Int / Ext	***(59/69)**
14.4 Voice Fax Modem Int / Ext	**99/109**
14.4 VSP Sound Express Fax	***(99)**
14.4 Sound Expression Int	***(125)**
28.8 Sound Expression Int	***(179)**
28.8 v.34 Fax Modem Int / Ext	***(149/179)**

FUJITSU

PCMCIA 28.8 v.34 Type II	279

PCMCIA ISDN	325

GVC (Maxtech)

PCMCIA 9624 Fax	**(69)*
28.8 Fax Int	**(139)*

HAYES

SALE

Accura 144 Fax Int / Ext	***(79/99)**
Accura 33.6 Fax Int / Ext	**149/159**
Optima 288 v.34 Fax Int	**239**
Optima 288 v.34 Fax Voice Ext	***(225)**
Optima 288 v.34 PCMCIA w. EZ jack	***(199)**

MEGAHERTZ

XJ1288 PCMCIA 28.8	**(205)*
XJ4288M PCMCIA Fax, cellular w. Motorola cable	249
XJ4336 Cellular Ready 33.6	**(225)*

MICROCOM

Deskporte 28.8S V.34 Fax Ext	**(165)*
Deskporte 28.8P V.34 Ext Parallel	229
Officeporte 33.6 Voice ASVD Ext	155

MOTOROLA

SALE

BitSerfer ISDN Modem Int	***(265)**
BitSerfer TA210 ISDN Ext	***(249)**
BitSerfer Pro ISA ISDN Int	***(298)**
BitSerfer Pro ISDN Multilink PPP Ext	***(299)**
Modem Serfer 28.8 Fax Int / Ext	***(115/125)**
Montana PCMCIA 28.8 / 33.6	***(195/215)**
Online Serfer 28.8 Fax Int / Ext	***(119/145)**
Premier 33.6 Modem Int / Ext	***(215/229)**
Voice Serfer 33.6 Int / Ext	**155/169**

PHOBE MICRO

28.8 Fax Int	**(92)*

PRACTICAL PERIPHERALS

PC288HC PC28.8 v.34 Fax, 230K DTE Int	245
PC288MT 28.8 v.34 Fax Ext	259
PC28.8 v.34 Ext LCD	295
PM144HC PM144FX144 Int	**(69)*
PM144MT Mini Tower 144 Ext	**(85)*
PM288HC PM28.8 v.34 Int	**(145)*
PM288MT Mini Tower Ext	**(165)*

PURE DATA

Satisfaxion 400 144/144 Fax Int	255
Satisfaxion 400e 144/96 Fax Ext	335
Satisfaxion 428 28.8 v.34	325

SUPRA EXPRESS

33.6 Fax PNP Int oem	99
33.6 Fax PNP & Voice Int oem	105

US ROBOTICS

SALE

Courier V. Everything Int / Ext	**215/239**
Sportster v.34 33.6 Fax Int oem / reg	**119/145**
Sportster v.34 33.6 Fax Ext	**159**

Courier ISDN v.34 Int / Ext	239/295
Courier ISDN v.34 with NT1 Int / Ext	275/335
Courier ISDN with Analog Int / Ext	295/355
Courier PCMCIA 28.8	279
Sportster 14.4 Fax Void Modem Ext	69
Sportster ISDN 128k Int	245
Sportster 28.8 Win Modem Int	109
Sportster v.34 33.6 Fax & Voice for MAC	215
Sportster v.34 33.6 Fax/ Voice / Speaker Phone Int oem	129
Sportster v.34 33.6 Fax/ Voice / Speaker Phone Int reg	159
Sportster v.34 33.6 Fax/ Voice Mail Ext	**(129)*
Sportster v.34 33.6 Fax/ Voice Mail/ Speaker Phone Ext	189
Sportster PCMCIA Fax v.34 28.8	**(199)*
Total Control Modem: Pool/8	2950
Total Control Modem: Pool/16	5560

WISECOM

SALE

WS-2814IS6/W 28.8 Data/ Fax/ Voice Int	**125**

XIRCOM

CM-28 28.8 Fax PCMCIA	**(199)*
CM-33 33.6 Fax PCMCIA	229

ZOOM

SALE

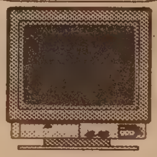
28.8 v.34 14.4 Fax Int / Ext	***(99/125)**
Comstar 28.8 Voice v.34 Tel Int	***(139)**
33.6 Fax Modem Int	***(115)**

OTHERS

3D Fax Pal: 0.5MB / 2MB	135/179
CommShare 550 Phone & Fax Auto-switch	**(69)*
CommShare 750 4 Port Switching	**(89)*

11. MONITOR

20 big Monitors on display



ACCESSORIES :

3M Monitor Lens: 15" / 17" / 21"	39.95/49.95/99.95
VGA Monitor Splitter : 4 Port / 8 Port	155/195
VGA, Keyboard Switch : 4 Way	19.95
VGA, Keyboard & Mouse Switch : 2 Way	24.95
VGA, Keyboard & Mouse Switch : 4 Way	34.95
VGA Switch 1 to 4 Way	13.95

ARTMEDIA (Sony oem)

T1664 15" 1280 x 1024 .25	379
TN1885T 17" 1280 x 1024 .25, 76hz	875
TX1864 17" 1280 x 1024 60hz	645

EYE Q

SM1411 14" Flat Mono Amber	85
SM1418 14" SVGA Mono	99

DIGIVIEW

SALE

MVD-1709D 17" 1600 x 1200 .25 NI	**675**

MVD-1508 15" 1280 x 1024 .28	315
MVD-1708 17" 1280 x 1024 .28	545

GREEN MATE

14" 1024 x 768 .28 NI	195
15" 1280 x 1024 .28 NI	275

HITACHI

CM500 15" Flat 1280 x 1024 .28 NI	339
CM611 17" 1600 x 1280 .26 NI	689
CM2011M 20" 1600 x 1200 .28 NI	1179
CM800 21" 1600 x 1200 .22	1425
CM802 21" 1600 x 1200 .22	1749

IBM (touch screen)

G41T 14" Touch Monitor .28	895
G50T 15" Touch Monitor .28	965
G70 17" 1280 x 1024 .28, 60hz, FST	785
G70T 17" Touch Monitor .28	1465
P70 17" 1600 x 1200 .26, 60hz	995
G200 20" 1600 x 1200 .28, 60hz	1385
P200 20" 1600 x 1280 .31, 60hz	1785
P201 20" 1600 x 1200 .26mm, 85hz	2445

IIYAMA

SALE

MT-9017E 17" 1600 x 1200 .25, 72hz, NI	**729**
MF-8617E 17" 1600 x 1200 .26, 69hz, NI	**649**
MF-8221E 21" 1600 x 1280 .28, 76hz, NI	**1365**
MT-9021E 21" 1600 x 1280 .30, 76hz, NI	**1425**

MF-8515F 15" 1280 x 1024 .28 NI	359

JFTON (NEC oem)

TE-760 17" 1280 x 1024 .28 NI	499

KFC

CA1515DS 15" Flat 1280 x 1024 .28	**(319)*
CA1716DL 17" 1280 x 1024 .28	539

MAG

DX15T 15" 1280 x 1024 .26 NI	**(359)*
DX1795 17" 1280 x 1024 .28	**(575)*
DX700T 17" 1280 x 1024 .25	689
MXP17F 17" Flat 1600 x 1280 .26 NI	**(699)*

MITEC

L1564+ 15" 1280 x 1024 .28	289

NANAO

FX-C5 17" 1280 x 1024 .26 NI	759
FX-C6 17" 1280 x 1024 .26 NI	839
T2.17TS 17" 1280 x 1024 .25, Diamondtron	899
TX-C7S 17" 1600 x 1200 .25, Trinitron	999
T2.20 20" 1600 x 1280 .30 NI, Trinitron	1759
FX2.21 21" 1600 x 1280 .26	2865

NEC

C500 15" 1280 x 1024 .28, plug & play	389
M500 15" 1280 x 1024 .25 NI	**(395)*
XV15 Plus 15" 1024 x 768 .28	385
M700 1280 x 1024 .25 NI	**(769)*
P750 17" 1600 x 1200 .25	899
XV17 Plus 17" 1600 x 1200 .28 NI	**(725)*
P1150 21" 1600 x 1200 .25, 75Hz	1969
XE21 21" 1280 x 1024 .28 NI	**(1675)*
XM3750 37" 1024 x 768 Multimedia Monitor	5475
XP3778 37" 1280 x 1024 Data Monitor	7795

NOKIA

447L 17" 1024 x 768 .28 NI	**(669)*
447Xi 17" 1600 x 1280 .25 NI	**(859)*
445Xi 21" 1600 x 1200 .26 NI	1699

OPTIQUEST

1000S 14" 1024 x 768 .28 NI	255
V655 15" 1280 x 1024 .28 NI, Digital	329
V775 17" 1600 x 1200 .26 NI	625
2082DC 20" 1600 x 1200 .28	1199

PANASONIC

P17 Pro 17" 1600 x 1280 .25 NI	**(725)*
S17 17" 1024 x 768 .27	615
P21 Pro 21" 1800 x 1440 .28mm	**(1675)*
S21 21" 1600 x 1280 .25 NI	1495

PRINCETON

EO70 17" 1280 x 1024 .28 NI	535
Ultra 17 Plus 17" 1600 x 1280 .28 NI	**(579)*

PROTON

GM1560 15" Flat 1280 x 1024 .28 NI	285
GM1764 17" Flat 1280 x 1024 .28 NI	525

SAMSUNG

17GLi 17" 1280 x 1024 .28 NI, at 60Hz	685
17GLSi 17" 1600 x 1200 .26 NI, at 68Hz	825
20GLSi 20" 1600 x 1200 .28 NI, at 66Hz	1235

SHAMROCK

SRC-1407 14" 1024 x 768 .28 NI, Digital	219
SRC-1502L 15" 1280 x 1024 .28 NI, Digital	285
SRC-1703LD 17" 1280 x 1024 .28 NI, Digital	499
SRC-1703LA 17" 1280 x 1024 .26 NI, Digital	535
SRC-2002L 1600 x 1280 NI	**(1025)*
SRC-2102L 1600 x 1280 Ni	**(1125)*

SONY

CDP-100SF 15" 1280 x 1024 .25, 60hz	459
CDP-100SX 15" 1280 x 1024 .25, 60hz	395
17SEII 17" 1600 x 12000 .25 NI, plug & play	**(949)*
CDP-200SF 17" 1280 x 1024 .25 NI, 75hz	769
CDP-200SX 17" 1280 x 1024 .25 NI, 60hz, PNP	695
20SEII 20" 1600 x 1200 .25 NI	1799
CDP-300SFT 20" 1280 x 1024 .30, 80hz	1599

TVS

9" 1024 x 768 VGA Mono	119

VIEWSONIC

E641 14" 1024 x 768 .28 NI	259
15ES 15" 1024 x 768 .28 NI, MacII	329
15GA 15" 1280 x 1024 .28 NI, built-in speakers	**(439)*
15GS 15" 1024 x 768 .28 NI	375
17EA 17" 1280 x 1024 .28 NI, plug & play	599
17GA 17" 1280 x 1024 .27 NI, plug & play	**(669)*
17GS 17" 1280 x 1024 .27 NI	599
17PS 17" 1600 x 1280 .25 NI, Pn'P, TCO	**(675)*
GT770 17" 1280 x 1024 .25	669
PT770 17" 1600 x 1280 .25	739
PT775 17" 1600 x 1280 .25, Sonictron	895
20G 20" 1600 x 1280 .28 NI, MacII, TCO	**(1089)*
G800 20" 1600 x 1280 .28 NI	1115
GT800 20" 1600 x 1280 .30, Sonictron	1199
G810 21" 1600 x 1280 .30	1399
P810 21" 1600 x 1280 .25	1519
P815 21" 1800 x 1440 .25 NI	**(1695)*
PT810 21" 1600 x 1280 .30	**(1575)*
29GA 29" 1280 x 1024 .75 stripe pitch	**(2295)*

12. MOTHERBOARD

ASUS (w/o cpu)

P55T2P4 586-166, PCI, 256k, Burst SRAM	159
P55TVP4 586-200Mhz, PCI, T3, 256k Burst SRAM	155
P6NP5 Pro 200Mhz, w. IDE I/O & 440FX chipset	289
P65UP5 Pro 200Mhz, dual Pentium® slots	675
XP55T2P4 586-200, PCI, ATX, 256k Burst SRAM	169

DFI (w/o cpu)

G586IPV P-200, 4PCI, 3ISA 256k	155
G586IPC P-200, ECC & Parity supported	195
G586VPS Pro-200Mhz, 256k, 4PCI, 4ISA	255

INTEL (w/o cpu)

Marl 586-166Mhz, 256k, ATX	135
PR440FX P-200Mhz, dual Pentium® slots	649
Venus Pro-200, IDE I/O, w. 440FX oem / reg	275/315

J-BOND (w/o cpu)

PCI500C-H2: P-200, 256k, EIDE, 430VX	115
- w. AHA-2940 SCSI on board, 256k	195
PCI500C-G2: P-200, 4PCI, EIDE, 430VX, 256k	125
PCI500C-G2: P-200, 4PCI, EIDE, 430VX, 512k	135
- w. AHA-2940UW SCSI on board, 512k	295
PCI600A: Pro-200, 4PCI, IRDA, 440FX	245
- w. AHA-2940UW SCSI on board	385

M-TECH (w/o cpu)

486-DX2-66 256k VESA, 30-pin & 72-pin	99
486-DX4-133 256k PCI, 30-pin & 72-pin	115
586-166Mhz PCI, 30-pin & 72-pin, 256k Burst SRAM	139
586-166Mhz 256k w. Burst SRAM, T2	145
586-200Mhz 256k Burst SRAM, T3	125
Mustang-R534 586-200Mhz, 512k, w. IDE I/O	169

SUPER (w/o cpu)

P55CMS 586-90 / 180 256k, PCI, built-in IDE I/O - w. Burst SRAM 256k / 512k	175/195
P5STE 586-166 256k, PCI, built-in EIDE I/O, T2 - w. Burst SRAM 256k / 512k	179/199
P6DNF Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset	**(479)*
P6DOF Pro 200Mhz, dual Pentium® slots, w. IDE I/O & Orion chipset	**(589)*
P6DNE Pro 200Mhz, dual Pentium® slots	439
P6DNH Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset	1045

**(price) .... SPECIALS , while supplies last*

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LARGEST SELECTION IN THE BAY AREA

MONITORS CD TITLES NETWORK

P6SNE Pro 200Mhz, w. IDE I/O & 440FX	299
P6SNS Pro 200Mhz, w. 2940UW	419
P6SNA Pro 200Mhz, ATX	279

TYAN (w/o cpu)

1470 Titan VX w. 256k / w. 512k	165/189
1563S Tomcat III P-200, 512k, 430HX	199
1563D Tomcat III Dual P-200 slots, 512k	249
1662S Titan Pro-200, 3ISA, 5PCI, 440FX	325
1662D Titan Dual Pro-200 slots, 440FX	49
1668D Titan Dual Pro-200 slots, ATX	4996

13. MOUSE & JOYSTICK

KENSINGTON

Expert Bus 5.0	115
Expert Serial & Trackball 5.0	**(89)*
Mouse in a Box	**(29.95)*
Thinking Mouse (Serial & PS/2)	**(59)*

LOGITECH

Cordless Mouseman 96	72
Mouseman 96 / Mouseman Bus	52/64
Mouseman Sensa	29
Serial Combo PC & PS/2 oem / reg	32/45
Trackman Live Cordless	125
Trackman Marble for Win'95 oem / reg	59/82

MICROSOFT

Ballpoint Mouse 2.0 (for notebook)	69
Bus 2.0 400dpi w. Bus Card oem / 5-Pack	65/325
Easyball w. Freddi Fish CD	49.95
Home Mouse Serial	29
IntelliMouse 3.0 for Win'95 ($20 Rebate)	**(69)*
- 5-Pack	275
PS/2 2.0 (round connector) oem / reg	35/59
Serial 2.0 400dpi oem / reg	29/55

MOUSE SYSTEMS

Mouse! Serial w. Pad	19
Omni Mouse (new version)	26
PC Mouse III (3-button optical)	49.50
PC Trackball II	39.95
ProAgio (5-button serial)	39
Serial Bus Card (9IRQs) - 5 com.	29

QTRONIX

Lynx 90 Ergonomic w. mouse pad	18
Lynx 95 Ergonomic	16

OTHERS

AGILER ATB-610 Serial Trackball	19.95
AGILER Bus Mouse	23
ANCER 3-button Black	19
ANTEC Serial Mouse	**(6.95)*
Basketball Sports Mouse w. pad	**(19.95)*
Baseball Sports Mouse w. pad	**(19.95)*
Flintstone Mouse w. mouse pad	**(9.95)*
Football Sports Mouse w. pad	**(19.95)*
Soccer Sports Mouse w. pad	**(19.95)*

JOYSTICK :

LOGITECH

Wingman Extreme oem / reg	39/47
Wingman Standard w. free CD	**(29)*

MICROSOFT

Side Winder 1.0 / Side Winder 3D Pro	29/67
Side Winder Game Pad	39

QTRONIX

Orion 90 (joystick)	18.50
Orion 95 (game pad)	9.50

THRUSTMASTER

ACM Gamecard	29.95
F-16 FLCS / F-16 TQS	125/129
Flight Control System MK II / w. US Navy Fighters	65/79
Flight Control System Pro	108
Formula T2 / Rudder Control	119/109
UPROM / Weapon Control MK II	29.95/109
Wizzard (pinball controller + Royal Flush CD)	39
XL Action / w. EF2000 game	28/33.95

OTHERS

Cobra (Mouse Systems joystick)	9.95
Command Pad (by Quickshot)	**(5.99)*
CyberFlight Joystick + Dark Forces	**(39)*
Dexxa Control Pad w. CD games	18
Game Card (add-on)	**(7.95)*
Game Gun + Crime Patrol	**(39)*
Gravis Eliminator Game Card 2 Port	19.99
- Game Port Y Splitter	9.95 each
PC Gamepad / Pro	19.95/29
Power Ramp (10-in-1 game pad)	49.95
Touche' Touch Pad for Serial / PS/2	**(55/55)*
Flintstone Mouse Pad	7.99
Star Trek Mouse Pad / Star Wars Pad	7.99/7.99
Walt Disney Mouse Pad	4.99 each

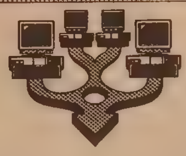
- 101 Dalmations - Mickey Mouse - Pocahontas
- Timon & Pumbaa - Toy Story - Winnie the Pooh

Warner Brother's Mouse Pad	5.99 each

- Bugs Bunny - Daffy Duck - Hormer Simpson
- Marvin the Martian - Tasmanian Devil
- Tweety & Sylvester - Wile E Coyote

14. NETWORK

We are Authorized Reseller of HP SERVER



Government & Education Pricing. Please Call!

3COM

3C250A FMS 100BaseTX Fast 12 Port HUB	**(1295)*
3C509B TPO (RJ45 only) oem	**(69)*
- single reg / 5 Pack	**(105/395)*
3C509B Etherlink III TP+AUI oem	**(75)*
- single reg / 5-Pack	**(108/449)*
3C509B-TPC (TP + BNC) oem / reg	89/115
3C509B Combo (TP + AUI + BNC) oem	94
- single reg / 5-Pack	119/525
3C515-TX Fast 10/100 ISA oem	145
3C562 PCMCIA Lan + Modem TP	**(335)*
3C562B PCMCIA Lan + Modem Combo	**(269)*
3C562C PC-Card Modem 33.6 + Lan TPO	299
3C562C PC-Card Modem 33.6 + Lan Combo	339
3C589C PCMCIA TP / 5-Pack	*(139)/685
3C589C PCMCIA Combo / 5-Pack	*(179)/895
3C592 Etherlink III EISA TPO / Combo	199/219
3C597-TX EISA 10/100 TP	239
3C882 Impact IQ ISDN with V.32bis Ext	**(335)*
3C900 PCI TPO oem / reg	95/115
3C900 PCI Combo oem / reg	*(119)/135
3C905-TX PCI 10/100 TP oem	**(129)*
- single reg / 5-Pack	159/645
3C16170 Link Builder (12TP)	325
3C16670A Superstack II 12 Port Hub	495
3C16671A Superstack II 24 Port Hub	**(849)*
3C16700 TPO Office Connect HUB (8TP)	**(129)*
3C16701 TPC Office Connect HUB (8TP + BNC)	**(165)*
3C16710 TPM Office Connect HUB: (8TP + BNC + Management)	459
3C16720 Office Connect 100 HUB 8 Port	**(799)*
3C16730 Office Connect 10/100 Switch 4TP 1 Fast	**(859)*
3C16901A Switch 1000 12 Port 1 Fast	2195
3C16900A Switch 1000 24 Port 1 Fast	**(2695)*
3C16941A Switch 3000TX 8 of 100TX Port	5295
LANPLEX products	call

ADAPTEC

ANA-6901 32 PCI Full Duplex TP / Combo	**(85/99)*
ANA-6904 32 PCI 4-Port Full Duplex TP	399
ANA-6910TX PCI Fast-TX, 32 bit bus mastering	175
ATM 25.6Mb/s PCI with 128k / 512k	299/389
ATM 155 Mb/s 512k PCI UTP	725
EM525 Ethernet 16 Combo	**(69)*
EM932 EISA 32 bit Coax / TP	**(198/199)*

ALLIED TELESYN

MR820TR MicroHub 8 Port (8TP + AUI + BNC)	139
Workgroup Hub 3012TR 12 Port (12TP+AUI+BNC)	239
Workgroup Hub 3016TR 16 Port (16TP+AUI+BNC)	265
Workgroup Hub 3024TR 24 Port (24TP+AUI+BNC)	365

ARTISOFT

Corstream Server 5-user (8340)	**(399)*
- upgrade to dedicated server	59
Lantastic 7.0 for Single - CD / FD	85/89
- upgrade for single - CD / FD	55/65
Lantastic 7.0 10-user - CD / FD	355/359
- upgrade for 10-user - CD / FD	245/255
Lantastic 7.0 1-user Add On	129
Lantastic 7.0 Starter Kit 2-user - CD+FD	249
Lantastic 7.0 Unlimited User - CD	725
- upgrade for unlimited	499
Lantastic PowerSuite : - 1 / 5 / 10 / 25-user	149/599/1075/2295
- conversion for 1 / 5 / 10-user	89/345/595
NR-Pro 2000T TP / 10-pack	79/625
NR-Pro 2000A Combo / 10-pack	85/755

ASANTE (for Mac & PC)

10T HUB 8 Port (8TP + 1BNC)	**(135)*
10T HUB 12 Port (12TP + 1BNC + 1AUI)	**(239)*
10T HUB 24 Port	**(345)*
Fast 100BaseTX 12 Port Hub, stackable	**(1475)*
Fast 100BaseTX 12 Port PNP	**(1195)*

ASCEND

P25-IU-FX: ISDN Pipeline 25 + 4 Ethernet	**(455)*
P25-IU-RTR-FX: ISDN P-25 w. NT1, IP & 4 Ethernet	699
P25-IU-PX: ISDN Pipeline 25 + IP Routing	**(525)*
ISDN Pipeline 50 w. UBRI	**(649)*
- w. Secure Firewall P50	add 350
ISDN Pipeline 75 w. UBRI	725
- w. Secure Firewall P75	add 350
ISDN P130-UBRI-FT1	1350
- w. Secure Firewall P130	add 690
MAX200+ (M201 - 4BRIU)	2975
MAX1800 (MX18 - 8BRIU)	**(4995)*

ATTACHMATE

Products	Call

BAY NETWORKS

CG1001E01 Bay Stack 12 Port	635
CG1001E02 Bay Stack 24 Port	995
AT2202001 Bay Stack 100BT 12 Port	1595
Lattislink 2800A: 16TP + 1AUI	559
Lattishub 2803: 16TP + 1AUI Stackable	599
Lattisswitch 28115R 10/100 TP 16 Port	7795

CASTELLE

FaxPress 1500N Ether 1 Line for NW & NT	1995
Office Connect Ether 2P Printer Server	359
Office Connect Ether 1 Line Fax Server	1195

CHEYENNE

Arc Serve 6.0 for Win - 5 to 25-user	475
- upgrade Workgroup edition	239
Arc Serve 6.0 for Win - 50 to 1000-user	1095
- upgrade Workgroup edition	415
Arc Server 6.0 for Win NT Single Server	465
- upgrade 6.0 Single Server	129
Arc Serve 6.0 for Win NT Enterprise	799
- upgrade 6.0 Enterprise	239
Arc Serve 6.0 for Win NT Workstation	185
Arc Serve for Mac - 5 / 20-user	159/309
Arc Solo Backup s/w for Dos / for Win	119/118
Fax Server NLM 3.01 - 5 / 10 / 25-user	355/639/999
Inoculan for Netware Server 4.0 Unlimited	585
Inoculan for Win'95 (Anti-Virus)	45
Inoculan for Win NT Workstation Client	46
Inoculan for Win NT Single Workstation	59

CISCO

CPA-2514A Router	2250
CPA-202 Personal Office ISDN - BRI w. NT1	425
CPA-751 ISDN BRI	625
CPA-751RO ISDN BRI Remote Office	995

CNet (Advanced Network)

930 PCI PNP Full Duplex	39
2000E+ PNP ISA Combo	28
4020ERP 2 Port Coax Repeater	165
8800TPC HUB: (8TP + BNC)	**(89)*
8816TPC HUB: (16TP + BNC)	**(179)*

DANPEX

ArcNet & Token Ring products	Call
2900P2 PCI Combo	**(49)*
3270 Emulation for PC / for PS/2	175/195
5250 Emulation for PC / for PS/2	199/235
6200P2 PCMCIA (type II) BNC+TP	115
7000P3 32bit VLB Combo	**(75)*
9400P3 32bit PCI Combo (DEC, full duplex)	**(69)*
EN-800A Slim 8 Port HUB	115
EN-1600 16 Port HUB R.M.	**(195)*
EN-2400 24 Port HUB R.M.	335
ER-200 2-port Repeater Coax	185
ER-400 4-port Repeater Coax	299
ET-510 Translator (UTP to AUI)	107
ET-509 Translator (UTP to BNC)	109
FE-1000TX ISA 10/100BaseTX	**(98)*
FE-1400TX PCI 10/100BaseTX	**(99)*
Print Server (2P 1S) NW / Unix / Appletalk	259
SE-H12TX 100BaseT 12 Port HUB	**(1295)*
SH-7105 Switching Hub 5 Port 10BT + 1 Port 100TX	1495

FARALLON

Connection Products for PC & MAC	Call

FRONTIER

Super TCP / SuperWeb	Call

FUJITSU

PCMCIA Ethernet TP	135
PCMCIA Ethernet Combo	179
PCMCIA Ethernet TP + SCSI	295

HP

Authorized Reseller

Advanced Stack 8 Port HUB (J2610B)	245
Advanced Stack 12 Port HUB	**(535)*
- with SMNP	845
Advanced Stack 24 Port HUB	**(899)*
- with SMNP	1295
Ethernet Hub 8E (J3128A)	185
J2550B Jet Direct TP	299
J2552B Jet Direct Combo	345
J2573A 10/100 VG Selectable ISA	169
J2585B 10/100 VG Selectable PCI	135
J2591A Jet DirectEX Plus Combo	295
J2593A Jet DirectEX Plus 3 Combo	439
J2980A Advance Stack 10/100 Lan Switch-16	5295
NETSERVER	**call**

IBM

ISDN Wave Runner ISA	495
Token Ring 16/4 Auto ISA 16	245

INTEL

EILA 8225 EtherExpress 32 Flash EISA Combo	219
EILA 8265 PRO/100 for EISA	**(199)*
MCLA 8120 MCA TP	175
PILA 8465B PRO/100 PCI TP oem / 5-Pack	**(109/495)*
- 20 Pack	**(1950)*
PILA 8520-TPO PRO/10 PCI oem / 5-Pack	**(85/415)*
PILA 8500 PRO/10 PCI Combo oem / 5-Pk	114/*(525)
EtherExpress Pro 10 bit cards : - PCLA 8200 BNC +AUI +TP oem / reg	89/115
- PCLA 8200 5 Pack	**(425)*
- PCLA 8210 BNC + TP oem / reg	**(79/104)*
- PCLA 8210 5 Pack	**(385)*
- PCLA 8220 TP oem / reg	**(69/99)*
- PCLA 8220 5 Pack	**(315)*
- PCLA 8205 Flash BNC+AUI+TP	135
- PCLA 8215 Flash BNC + TP	125
- PCLA 8225 Flash TP	115
EC100TX Stackable 12 Port 100 TX Hub	**(1195)*
- bundled with 10-pack PILA 8465B	**(2095)*
ES100-TX Switching Hub	3395
Netport Express Pro Ext / 3-pack	399/1050
Netport Express Pro/100 (PCLA 2451)	465

LANPRO

EN2000PXA PNP Full Duplex Combo	**(29)*
EN5100 PCI Combo	79
EN5200PX PCI Combo	**(39)*
EP3020A Pocket Combo	99
Fast 100 HUB 8 Port	**(499)*
Fast 100 HUB 12 Port	699
HUB : 5 Port (5TP)	**(69)*
HUB : 8 Port (8TP + BNC)	**(85)*
HUB : 16 Port (17TP + 2AUI + 2BNC)	**(189)*

MEGAHERTZ

XJ10BT PCMCIA Ethernet TP	**(125)*
XJ10BC PCMCIA Ethernet Combo	**(165)*
XJEM 3288T: Modem 28.8 + Ethernet TP	**(299)*
XJEM 3288C: Modem 28.8 + Ethernet Combo	**(325)*

MICRODYNE (Eagle)

EH800E 8 Port HUB	**(139)*
EH1200E 12 Port HUB	199
NE 10/100 : ISA / PCI	139/135

INTERNET SOLUTION

- We build custom configured networks and systems for local and wide area networks
- Cable installation and repair services
- Email server / Proxy server
- Internet Service Provider

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"NETSERVE" Specialist
a division of Central Computer Systems

**(price) .... SPECIALS , while supplies last*

http://www.centralcomputer.com for update price & catalog

NE2000+ TP / 5 pack	*(75/329)
NE2000+ Combo / 5 pack	*(85/399)
NE2500 Combo, plug & play oem	*(55)
NE5500 32 bit PCI Combo	*(109)

NOVELL

Intra NetWare 4.11:	
- 5 / 10 / 25 / 50-user	695/1395/2495/3295
- 100 / 250 / 500 / 1000-user	4595/8245/16495/31595
Lan Workplace 5.0 single / 10-user	195/1295
Netware 3.12 (3.5" FD)	
- 5 / 10 / 25-user	*(675/1395/1695)
- 50 / 100-user	*(1950/2995)
Netware Connect 2 Ports / 8 Ports	355/1375
Netware Connect 32 Ports	3895
Netware Management Agents	335
Netware NFS v1.2C	2850
Netware NFS Service 2.1	2195
NFS Client for Lan Workplace	205
Personal Netware oem / reg	39/75
Unixware Personal Edition v2.01 - CD version	*(245)
Unixware SDK v2.1 - CD version	*(75)

PALINDROME

Network Archivist NLM 3.1A Backup	*(395)

SHIVA

LanRover/2E Plus 3.5 Async TP v.34	1695
NetModem/E 28.8 Ether BNC + TP	1295

SMC

Ether EZ Combo oem / reg	*(79)/115
Ether EZ TP (8416T) oem	*(65)
Elite Ultra 32 EISA Combo	215
Etherpower PCI TP (8432T) oem / reg	99/*(125)
Etherpower PCI Combo oem / reg.	*(119/155)
Etherpower PCI 10/100 (9332DST) oem/ reg	*(125/145)
Tiger HUB:100TX 8 Port / 16 Port	1195/2395
Tiger HUB:3212TC (12TP + BNC + AUI)	369
Tiger HUB:3314T 14 Port	*(475)
Tiger Switch XE 24 Port	6895

THOMAS CONRAD

TC5143T ISA TP / 6-Pack	79/395
TC5048T PCI TP / 6-Pack	145/635
TC5048T2 PCI Combo / 6-pack	175/785

WISECOM (5 yr warranty)

D300CT PCI Bus Mastering	65
H008CAT 8 Port HUB (8TP + AUI + BNC)	*(89)
HI16CAT 16 Port HUB (16TP + AUI + BNC)	185
P200CT 16 bit ISA Combo, plug & play	32
R300CT PCI 32 bit Combo, plug & play	45

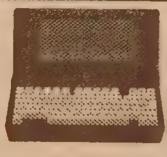
XIRCOM

CE3-10BT PCMCIA TP	*(139)
CE3-10BC PCMCIA Combo	*(175)
CEM33-BT 33.6 Modem + Lan TP	299
CEM33-BC 33.6 Modem + Lan Combo	345
PCMCIA CE3-100BTX 10/100	225
PE3-10BT Pocket Adapter TP	*(259)
PE3-10BC Pocket Adapter Combo	*(279)

CABLES & ACCESSORIES :

Custom-made Cables, Cross-Overs available call

15. Notebook/ Laptop/ Desktop



Laptop memory can be special ordered. CALL!

ACER / NEC

Notebooks	call

AST (1 yr warranty)

Acentia 950/P-90: 8MB, 1.2GB, 10.4" Active	1795
Acentia 950/P120: 8MB, 800MB, 10.4" Active	1975
Acentia J50/P133: 8MB, 800MB, 14.4	2499
Acentia P50/P133: 8MB, 1.2GB, 4X CD, 11.3" Dual	3199

CHEM USA

ChemBook 5400: 8MB, 1GB, 6X CD, Dual Scan 11.3"	
- P100Mhz / P133Mhz / P166Mhz	1850/1935/2095
ChemBook 6800: 8MB RAM, 1GB HDD, 8X CD, 12.1" Dual Scan, 3 PCMCIA Slots	
- P100Mhz / P133Mhz	2150/2230
- P166Mhz / P200Mhz	2395/2545
ChemBook 9750: 16MB RAM, 1GB, 6X CD removable 12.1" Dual Scan, video jack	
- P100Mhz / P133Mhz	2125/2199
- P166Mhz / P200Mhz	2365/2499
All systems w. built-in 16MB / 32MB	add 75 /200
Internal Battery / External Battery	85/175
Upgrades: - TFT 10.4" Active	235
- TFT 12.1" Active	595
- Toshiba HDD 1.3GB / 2GB	add 125 /275
With Win'95 loaded	add 90

DFI

(Includes 256KB cache, MPEG s/w, 1.44 FD, built-in sound, carrying case, AC/DC Adapter)

T7210: 11.3" Active, 8MB, 1.08GB HDD,	
- P100Mhz / P120Mhz / P133Mhz	2395/2445/2565

Systems with 16MB RAM built-in	Add 85
Systems with 24MB RAM built-in	Add 195
Systems with 32MB RAM built-in	Add 275
Upgrades: - fr 1.08GB to 1.3GB HDD	125
- 6X CD Rom	215

HP

we're Authorized VAR

LAPTOP:

Omnibook 5500CS/100 (F1326A): 16MB RAM, 1.3GB, 16-bit Sound, 11.3" Dual Scan	*(1995)
Omnibook 5500CT/133 (F1321A): 16MB RAM, 1.35GB, 16-bit Sound, 12.1" Active	3995
Omnibook 5500CTS/120 (F1324A): 16MB RAM, 1.3GB, 16-bit Sound, 10.4" Active	*(2995)
Omnibook 5500CTS/133 (F1320A): 16MB RAM, 2GB, 16-bit Sound, 12.1" Active	4295
Upgrades: - 4X CD Rom (F1319A) for 5500	295
- 6X CD Rom (F1336A) for 5500	395

DESKTOP:

** monitor sold seperate **

Vectra VL4/133 (D4660B): P-133, 2.5GB, 16MB RAM, Mini-Tower	*(1650)
Vectra XM4/133 (D3977A): P-133, 16MB RAM, 1.28GB HDD, 1.44FD, Mid Tower, SVGA 1MB, HP Keyboard & Mouse	1745
Vectra XM4/166 (D4224A): P-166, 16MB RAM, 2.5GB, 1.44FD, Mid Tower, HP Keyboard & Mouse	2665
Vectra XU6/200 (D4349N): P-200, 32MB RAM, 2GB, SVGA 2MB, Ethernet 10/100, 8X CD, HP Keyboard & Mouse	4495

SAMSUNG

Notebooks	call

SOTEC

— Ultra Light Weight (only 4.4lbs no main unit) —

P-133Mhz, 11.3" Active, 256k Burst SRAM, SVGA 1MB, 16MB EDO, 1.44 Removable FD, 6X CD Rom, built-in 10BaseT Lan, 16-bit Sound, retractable Stereo speakers w. Sub-Woofer, Triton chipset :	
- with Toshiba HDD 1GB / 1.3GB	3195/3275

TEXAS INSTRUMENT

TravelMate 6030: P-133, 16MB RAM, 1.35GB HDD, 12.1" Active, 28.8 Modem	*(3350)
TravelMate 6050: P-150, 16MB, 1.35GB HDD, 12.1" Active	3850

TOSHIBA

T110CS: P-100, 8MB, 810MB HD, 11.3" DS	1599
T420CDT: P-100, 8MB, 1.2GB, 11.3" TFT	*(2999)
T500CDT: P-120, 16MB, 1.2GB, 12.1 TFT	*(4295)
T720CDT: P-133, 16MB, 1.2GB, 12.1 TFT	*(5495)

TWINHEAD

SlimNote 700C: 11.3" Dual Scan, 800MB, Win'95 8MB RAM, w. P-100 / P-120	**1825/1875**
SlimNote 700T: 11.3" Active TFT, 1.2GB, Win'95 16MB RAM, w. P-120 / P-133	**2650/2825**
SlimNote 700 Docking Unit w. 6X CD	**499**
SlimNote 9133C: P-133, 11.3" Dual Scan, 1.3GB 16MB RAM, 10X CD, Win'95	**2650**
SlimNote 9133T: P-133, 12.1" TFT, 10X CD, Win'95, w. 1.3GB / 2.1GB	**3495/3695**

US ROBOTICS

SALE

Pilot 1000 Pocket Organizer	***(229)**
Pilot 5000 Pocket Organizer	***(279)**
- 1MB upgrade	**145**
- Cable for MAC	**25**
- Pen 3-pack	**7.95**

16. POWER SUPPLY

AMERICAN POWER CONVERSION

BK-280 Back-UPS (200W)	105
BK-400 Back-UPS (300W)	154
BK-450 Back-UPS (325W)	179
BK-600 Back-UPS (425W)	239
BK-900 Back-UPS (650W)	345
BP-280 Back-UPS Pro PNP	159
BP-420 Back-UPS Pro PNP	235
BP-650 Back-UPS Pro PNP	289
BP-1000 Backup Pro	375
SU-450 Smart-UPS (486, 586 WS)	285
SU-700 Smart-UPS (486, 586 FS)	345
SU-700 Net (w. Power Chute Plus)	*(365)
SU-1000 Smart-UPS (486, 586, FS & WS)	485
SU-1000 Net (w. Power Chute Plus)	535
SU-1400 Smart-UPS (950W)	625
SU-1400 Net (w. Power Chute Plus)	665
SU-2200 Smart-UPS (1600W)	1065
SUVS-420 Smart Value Server	239
SUVS-650 Smart Value Server	295
SUVS-1000 Smart Value Server	415
PowerChute Plus :	
- for Novell	65
- for OS/2, Lan Server, 3 Com	75
- for Unix / Xenix	99
- for Win & Win'95 / for Win NT	55/69
Surge Arrest (PER 7)	17.99
Surge Arrest w. TEL (PER 7T)	22.99
Surge Network Strip (NET 7)	29.95
Surge Protector (P7)	9.99

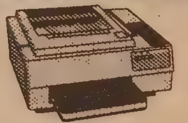
PC POWER COOLING

CPUcool for 486 or 586-75 / 133 (1.9")	18.95
CPUcool for 586-150 / 200 (1.9W)	19.95
CPUcool for Pentium® Pro (3.2")	22.95
Silencer Slim 230 for Baby or Mid Tower	69
Silencer 230 Full Tower	89
Silencer 250 ATX	96
Silencer 270 :	
- Slim for Baby or Mid Tower	114
- for Full Tower	124
Standard 230 for Full Tower	85
Turbo Cool 300 :	
- for Slim (baby or mid tower)	115
- for Full Tower	125
Turbo Cool 400 :	
- for Full Tower / for Slim	*(175/176)
Turbo Cool 400 ATX	199
Turbo Cool 450 for Full Tower (heavy duty)	285
Two-inOne 500 (slim, redundant)	215
Twinpower 900 (redundant)	895

OTHERS

235W for ATX	49
250W for Baby or Mid Tower	29
250W for Baby or Mid Tower (Kingspao)	45
300W UL for Full Tower	49
RPT-600 300W Redundant for Tower	179

17. PRINTER / PLOTTER



Printer memory available. Please call for $

BROTHER

HL-720 True 600dpi, 6ppm, Laser	365
HL-730-DX True 600dpi, 6ppm, Laser	445
MFC-4550 5-in-1, 600dpi, Laser, Fax	799
MFC-65550 6-in-1, fax/ copy/ scan/ print etc.	999

CANON

BJC-70 Color, 720x360dpi, 346cps	*(299)
BJ-240 Color, 360x360dpi, 4ppm	189
BJC-620 Ink Jet, Color, Par, 720dpi	385
BJC-4100 Ink Jet, Color, 360x720dpi	*(245)

EPSON

FX-870 9-pin	295
FX-2170 9-pin, Wide (max. 6 copies)	*(399)
LQ-570 Plus 24-pin	259
LQ-870 24-pin, Par	455
LQ-2070 24 pin, 80 colume	*(389)
LQ-2170 24-pin, Wide	549
Stylus 200 Color, 360 x 720dpi	195
Stylus 500 Color Inkjet 720x720dpi	*(279)
Stylus Pro XL, Postscript	1695
Stylus 1500 720dpi, fit A - C size paper	925
Accessories :	
Black Ink for II & IIS	19.95
Color Ink for II & IIS	29.95

HP

Color Laser Jet C3961A	5699
Desk Jet 690C	295
Desk Jet 820CXi / 870CXi	389/495
Desk Jet 1600C PC, Mac	1299
Desk Jet 1600CM Postscript PC, Mac	1919
Laser Jet 4V / 4MV (B size)	1865/2695
Laser Jet 5 / 5Lfs.	1235/395
Laser Jet 5N / 5M.	1465/1689
Laser Jet 5Si / 5SiMX	2679/3749
Laser Jet 6P / 6MP	745/889
Mopier C4076A 5Si	7495
Office Jet 330 4-in-1, print/ fax/ scan/ copy	545
Portable 340 ($50 Rebate)	299
PLOTTERS	
Design Jet 350C: D Size / E Size	2195/2850
Design Jet 750C: D Size / E Size	5095/6095
Design Jet 755CM: E Size	9795
Accessories :	
Color Kit C3067A for 540 / C4533A for 600	*(37/39)
500 Sheet Feeder C3921A for 5	225
Duplex C3762A for 5Si / 5SiMX	479
Duplex C3920A for 5 / 5N / 5M	475
Lower Cassette C3760A for 4V / 4MV	325
Postscript C3169A for 5Si	435
Postscript C3918A for 5 / 5N	335
Power Envelope Feeder C3927A for 5	259
Printer Pals for 850C / for 4, 4L, 5L	169 ea.
Ink Cartridges :	
Black (HP51626A) for 500, 540, 560	24.45
Color (HP51625A) for 500C, 550C, 560C	26.95
Black (HP51629A) for 600, 660	24.95
Color (HP51649A) for 660C	29.25
Black (HP51645A) for 870C, 855C, 1600C	*(18.95)
Color (HP51641A) for 870C, 855C, 1600C	*(19.95)
Black (HP51640A) for 1200C	23.95
Cyan (HP51640C) for 1200C	27.95
Magenta (HP51460M) for 1200C	27.95
Yellow (HP51640Y) for 1200C	27.95
Black (HPC3105A) for Color Laser Jet	7.95
Cyan (HPC3102A) for Color Laser Jet	32.95
Magenta (HPC3104A) for Color Laser Jet	32.95
Yellow (HPC3103A) for Color Laser Jet	32.95
Toner Cartridges :	
Toner (HP92295A) for II, IID, III, IIID	75
Toner (HP92275A) for IIP, IIP+, IIIP	74
Toner (HP92291A) for IIISi, 4Si, 4SiMX	129
Toner (HP92298A) for 4, 4M, 4+, 4M+, 5, 5N, 5M.	109
Toner (HP92274A) for 4L, 4ML, 4P	65
Toner (HPC3900A) for 4V, 4MV	139
Toner (HPC3906A) for 5L, 5ML	59
Toner (HPC3903A) for 5P, 5MP, 6P, 6MP	75
Toner (HPC3909A) for 5Si, 5SiMX	179

LEXMARK (IBM printers)

Optra E 600dpi, 6ppm, 1MB	545
Optra C 600dpi, 3ppm color, Postscript, 8MB	5795
Optra LX+ 1200dpi, 16ppm, Par, Postscript, 4MB	1895
Optra LXi+ 1200dpi, 16ppm, 8MB, Postscript, w. Ethernet Combo	2595
Optra R+ 1200dpi/8ppm, Ser & Par, 2MB, Postscript, 600dpi/16ppm	1295

MICROTEK

TrueLaser MTP-306 35 fonts, 6ppm, 2MB	*(599)

OKIDATA

ML184T 9 pin, Par (max. 5 copies)	235
ML320T 9 pin (max. 5 copies)	*(325)
ML590 24-pin (max. 5 copies)	449
ML591 24-pin, Wide (max. 5 copies)	625
OkiJet 2010 Color, 600dpi	*(199)
OkiPage 4W Laser 4ppm	*(299)
OL600E Laser, 6ppm, 600dpi	389
OL610E Laser, 6ppm, 600dpi, 2MB	495
OL610e/PS Laser Postscript	*(725)
OL810E Laser, 8ppm, 600x1200dpi	665
OL1200 Laser 12ppm, 600x600dpi, 2MB	*(949)

PACIFIC DATA

ProTracer II Ink Jet (CAD Plotter)	695
Accessories:	
HP-GAL Emulation Card	375
Ink Cartridges (BJI-6425)	19.50
Postscript Emulation Card	375
Sheet Feeder I / Sheet Feeder II	99/95

PANASONIC

1150 9-pin, 55dBA	139
2130 Quiet Dot Matrix	199
2135 Quiet Dot Matrix, Color	255
3123 24 pin, Quiet, Scalable Fonts	259
3124 24 pin, Scalable Fonts, LCD	329
3626 24 pin, Quiet Wide-carriage	399
J250 Ink Jet, 300dpi, 128 nozzle printhead	*(259)
4440 Laser 10ppm	*(855)
4455 Postscript 11ppm	1695
5400 Led Postscript 4ppm	345
KXP-6100 600dpi 6ppm	399

SEIKO

Smart Label Printer EZ30	145
Smart Label Printer Pro	235
Standard Label (2 rolls)	7.95

SUMMAJET (Plotter)

1324M Mono A - D Size	1990
1324C Color A - D Size	2250
1336M Mono A - F Size	2465
1336C Color A - F Size	2695
D Size Stand / E Size Stand	325/365

18. PROJECTOR

3M, NEC

projection products	Call

PROXIMA

Desktop DP2810 LCD 8.4" 33mm 640 x 480	3850
Desktop DP5100	5850
Ovation 810 LCD 8.4" 2M Color, 640 x 480	2065
Ovation 920 10.4" LCD 16.7M 1280 x 1024	8150
Ovation+ 840 8.4" LCD 16.7M 800 x 600	2995
Ovation+ 846 10.4" LCD 16.7M 800 x 600	3895
Portable Overhead A653 3000 Lumens	475
Portable Overhead A655 4000 Lumens	799

19. SCANNER

ACER (flatbed)

AcerScan 300F Color	275

AVISION

AV100 Color Scanner	299

DELRINA

WinFax Pro Scanner	*(299)

HP (flatbed)

ScanJet 4C Color & Gray Scale w. Kit	859
- Auto Document Feeder (C2525B)	475
- Transparency (C2521B)	635
Scanjet 4P Color/ Grayscale	495

LOGITECH (hand)

Page Scan Color	*(295)
Scanman Color + PhotoShop L.E.	189

MICROTEK (flatbed)

Scan Maker III w. TMA & Photoshop OCR	*(1999)
Scan Maker E3 600dpi, Color, PhotoImpact OCR	*(315)
Scan Maker E6 1200dpi, w. Imagester OCR	565
Scan Maker E6 Pro 1200dpi w. Photoshop OCR	750

(price) .... SPECIALS , while supplies last

Slide Maker 35T 1800dpi, 16.8M Color, w.Photostar	725

STORM TECHNOLOGY

Easy Photo Smartpage Color Scan	269

VISIONEER

PaperPort VX for Win (HP4S design)	**(269)*
PaperPort IX Scanning Keyboard	325

20. TAPE BACKUP

COLORADO

DJ-35D (Jumbo 350) 340MB Int	79
DJ-50C (Jumbo 1400) 1.3GB Int w. Controller	175
PT-25 PowerTape 2GB 300Kb/s Int	965
PTE-25 PowerTape 2GB Ext SCSI	1095

EXABYTE

EXB-2501 1 - 2GB SCSI-2 Int / Ext	475/629
Eagle 96 3.2GB Int (Floppy I/F)	**(119)*
Eagle TR3 (603003-000) 3.2GB w. accel card Int	245
Eagle TR3 (603003-004) 3.2GB Int w/o card	**(159)*
EXB-8205XL 8mm Dat. 3.5 - 7GB Int / Ext.	1275/1499
EXB-8505XL 8mm Dat. 7 - 14GB Int / Ext	1899/2149
EXB-8700E 8mm 7 - 14GB Ext	1295
EXB-8700LT 8mm 5 - 10GB Ext	**(985)*

HP

C1534 4mm Dat. 2-4GB SCSI Int	**(549)*
C1536 4mm Dat. 4-8GB SCSI Int	**(649)*
C1533 4mm Dat. 8-16GB SCSI Int	845
C1561A Autoloader Surestore 12000E Dat. 48GB	2895
Colorado T1000 850MB Travan w. cartridge Int	**(139)*
Colorado T1000 850MB, printer port Ext	175
Colorado T3000 3.2GB Travan w. cartridge Int	189
Colorado T4000S 4GB Travan Int	359

IOMEGA

Ditto 800MB Travan Int	109
Ditto 800MB Travan Parallel	145
Ditto 2GB Int / Ext	165/215
- 2GB Tape / 3-pack	19.95/57
Ditto 3200MB (QIC 3010/ 3020) Int.	235
Ditto 3200MB (QIC 3010/ 3020) Parallel	289

NOVASTAR (software)

Novaback CD Bundle (multi-platform)	67
Novaback for Windows SCSI / QIC	56/59
Novaback for Win'95 SCSI / QIC	55/58

SEAGATE

CNR-4320RT 2GB Int w. 5.25" rail	675
CNR-4326NP 4mm 8GB Dat. SCSI Int 3.5"	815
CNR-4326RP 8GB w. 5.25" rail	**(819)*
CNR-4350XT 2GB Ext	685
CNR-4324RP 2 - 4GB SCSI Int.	645
Tape Stor 350MB Int	**(69)*
Tape Stor w. cartridge 420MB Int	139
Tape Stor w. cartridge 800MB Travan Int	139

Software (Arcada):

Back Up for Windows '95	65
Back Up Exec for Netware WS 7.0	98
Back Up Exec for Netware Enterprise 7.11	845
Back Up Exec for Netware Single Server	435
Back Up Exec for Netware 1 Server 25-user	315
Back Up Exec for Win NT Enterprise 6.11	795
Back Up Exec for Win NT Server 6.11	439
Back Up Exec for Win NT Workstation	189

TEAC

TEAC : FT-3008TR 800MB Travan Int	89

OTHERS

COMBYTE: DP1800EA 800MB Int	135
MYTAPE : 1.6GB Travan Int	159
WANG: 3400DX 8GB 4mm 5.25" Dat.	**(699)*

21. VGA CARD

ATI

3D Expression 2MB PCI DRAM	149
3D Pro Turbo 4MB PCI, PC to TV	249
Graphics Pro Turbo 2MB PCI	**(189)*

BROADWAY

MPEG Video Capture for Win'95 & NT	845

DIAMOND

Stealth 3D 2400XL 4MB PCI	179
Stealth 3D Monster 4MB PCI DRAM	219
Stealth 3D 3000 4MB PCI VRAM oem / reg	225/239
Stealth 64 1MB DRAM PCI	69
Stealth 64 2MB DRAM PCI	89
Stealth Video 64 2MB VRAM PCI, upgradable	145
- 2MB upgrade	79

IMS

TwinTurbo 128P PCI VRAM w. 2MB / 4MB	195/295
TwinTurbo 128P PCI VRAM 8MB	435

LEAKTEK

M-Mate Pro II (external video encoder)	99
Winfast 280 VGA & MPEG-1 w. 1MB / 2MB	145/165
Winfast 430 VGA 2MB VRAM	135

MATROX

IMP Plus 220 2MB PCI	**(165)*
Millenium PCI w. 2MB / 4MB	189/279
- upgrade 2MB / 4MB / 6MB	99/179
- upgrade 6MB oem / reg	*(239)/249
Mystique 3D PCI w. 2MB	139
- upgrade 2MB	65
Mystique 3D PCI w. 4MB	179

NUMBER NINE

FX Motion 771 VRAM PCI 2MB	239
FX Motion 771 VRAM PCI 4MB	349
Imagine 128 Series II 4MB PCI	495

SPIDER

Lynx 64 64 bit Accelerator 1MB PCI MPEG	49
Tarantula 64 MK II 2MB VRAM VLB / PCI	129/129
Tarantula 64 MK II 4MB VRAM VLB / PCI	179/179
Tarantula Lite 64 DRAM w. 1MB / 2MB	49/69
Tarantula 3D DRAM PNP w. 2MB / 4MB	105/129

OTHERS

Boca Voyage Movie Player Accelerator VGA	285
Movie Plus 1100 MPEG Decoder	199
Storm Technology: Easy Photo Reader Parallel	185
Storm Technology: Easy Photo Drive ISA Card	185
Televiewer / Televiewer Plus	139/189
Trident 8900 1MB ISA	49
Trident 9680 1MB PCI	49
Tvator Pro PC/MAC VGA to NTSC Scan Converter	159
Tvator Remote Pro VGA to NTSC Scan Converter	289
V-Mate Pro (video encorder : PC to TV)	189

Conferencing & Video:

Epson Photo PC-500 Color Digital Camera	465
- w. PhotoPix LCD Monitor	**(599)*
Epson Photo Pix LCD Monitor	175
Howard Video Camera	295
Intel Smart Video Recorder Pro	399
Kodak DC20 Digital Camera	199
Kodak DC25 Digital Camera	435
Kodak DC50 Digital Camera Zoom Lens	**(785)*
Quick Cam for Win	99
Quick Cam Color for Win	229
Snappy (video Snapshot)	185
Video Logic Captivator	135

SPECOM

Suite Visions (color digital camera + s/w)	**195**

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SOFTWARE

1. PC SOFTWARE

ADOBE

FrameMaker 5.11 - CD+FD	559
- upgrade - FD / CD	195/199
Illustrator 4.1 for Win & Win'95	**(299)*
Pagemaker 6.5 for Win 32 / S.E. (special)	545/*(395)
Photoshop 3.05 for Win 32 oem / reg	**(195/299)*
Photoshop 4.0 / S.E. (special)	549/*(399)
Premier 4.2 for Win - FD/CD	**(499)*

AUTODESK

Animator Studio 1.1	249
AutoCAD Lite 2.0 / for Win'95	*(255)/409
Autosketch 2.0 for Win / for Win'95	135/89
Generic CADD 6.1	69

BORLAND

C++ 5.0 for Dos, Win, Win32 - CD	325
C++ 5.0 Developer Suite	425
Delphi Developer 2 Kit / upgrade	535/269
Paradox 5.0 for Win	275
Paradox 7.0 for Win'95 & NT / upgrade	285/95
Turbo Assembly 5.5	115
Visual dBase 5.5 for Win / upgrade	269/118

COREL

Corel Draw 4.0 (2CD) oem / reg	29/69
Corel Draw 5.0 - CD	**(195)*
Corel Draw 6.0 - CD for Win'95	**(299)*
- upgrade fr 4.0 / 5.0	**(199/195)*
Corel Draw 7 for Win'95 & NT	**(399)*
- upgrade	225
Corel Flow / Corel Flow 3	*(59)/129
Corel Office Professional - CD / upgrade	275/189
Corel XARA	179
Ventura 7 for Win'95	549
WordPerfect Suite 3.1 - FD+CD / CD only	265/239
WordPerfect Suite 7.0 for Win'95 - FD+CD	274
- CD only	235

DELRINA

Comm Suite 7.0 for Win'95 - FD / CD	**(95/96)*
CyberJack 7.0 for Win'95	**(48)*
NetSatisfaxtion 3.0 for Novell 25-user	755
Win Comm Pro	79
WinFax Pro 4.0 - FD / CD	79/89
WinFax Pro 4.1 for Network :	
- 10 / 25 / 50-user	599/1395/2650
WinFax Pro 7.0 for Win'95 - FD / CD	79/79
WinFax Pro Starter Kit (server + 2 notes)	265

IBM

Anti-Virus Desktop 2.5 Single	47
OS/2 4.0 Warp Single : WS / Server	195/539
OS/2 Connect / w. Windows	135/175

INTUIT

Quicken Deluxe 6.0 - CD / FD	59/58
Quicken 6.0 for Win3.1 & Win'95	38
Quickbook 5.0 for Win - CD	97
QuickBook Prof. 5.0 for Win - CD	185

LOTUS

1-2-3 5.0 for Win	299
cc:Mail Desktop for Win, Rel 6 / upgrade	134/86
cc:Mail Mobile E-Mail 7.0 for Win'95 & NT	175
Organizer '97 for Win'95	65
Smart Suite 4.0 for Win - CD	**(199)*
Smart Suite 96 for Win'95	**(375)*
Word Pro '96 for Win3.1 & Win'95	**(145)*

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Access 2.0 for Win / for Win'95	289/299
- upgrade for Win'95	94
Access Developer's Kit for Win'95	459
Back Office: Server	1995
Back Office: Single Client	239
BOB oem / reg	14/39
Dos 6.22	42
Excel for Win'95 / upgrade	298/*(89.95)
Excel 5.0 for Win	295
Exchange Server with 5 Client	899
- w. 10 Client / w. 25 Client	1245/1945
- Internet Connection	459
Fortran Powerstation 4.0 for Win 32	559
Fox Pro 2.6 Single Dos or Win	**(95)*
Frontpage for Win'95	**(99)*
Frontpage 97	139
Home & Small Business Pack	**(165)*
Macro Assembler 6.11 (MASM)	155
Multimedia Viewer - CD	**(199)*
Office 4.2 for Win - FD / CD	*(425)/459
Office Professional 4.3 - FD / CD	539/559
- competitive upgrade - FD / CD	*(345)/365
Office Prof. for Win'95 - FD	525
Office Prof. + Bookshelf for Win'95 - CD	545
Office Standard for Win'95 - FD / CD	**(424/425)*
- upgrade - FD / CD	**(194/195)*
Office Prof. 97 + Bookshelf - CD	529
- upgrade CD ($40 Rebate)	309
- upgrade + IntelliMouse	335
PC Mail Server 3.5 w. 10-user	445
- 5-user / 20-user	269/865
Power Point 7.0 / upgrade	*(299)/98
Project 4.0 for Win / upgrade	415/135
Project for Win'95	419
- upgrade CD / FD	139/139
Publisher 2.0 for Win - FD / CD	69/75
Publisher 97 CD Deluxe	74
SNA NT Server	395
SNA NT Workstation	199
SQL NT Server 6.5 for 5-user	1299
- 10-user / 25-user	1899/3799
- Client License 5-user / 20-user	685/2175
SQL NT Workstation 6.5	475
System MGMT Server	629
Visual Basic 4.0 for Win'95 - Standard	**(85)*
Visual Basic Prof. 4.0 for Win - CD	445
Visual C++ Standard 4.0 - CD	89
Visual C++ 4.0 for Win '95 Subscription	465
- subscription renew	285
- subscription upgrade	319
- upgrade & competitive upgrade to 4.0	235
Visual Fox Pro Standard 3.0 for Win	189
Visual Fox Pro Prof. 5.0 / upgrade	449/275
Visual J++ (JAVA)	87
Visual Source Safe 5.0	475
- upgrade / MLP	95/385
Windows '95	**(179)*
- oem version FD / CD	99/85
Windows '95 Plus - FD / CD	44/44
Windows '95 Resource Kit	29.95
Windows '95 Training Kit	119
Windows NT 4.0 Server Resource Kit	109
Windows NT 4.0 Workstation Resource Kit	59
Windows NT 3.51 Training Kit	125
Windows NT 4.0 Training CD upgrade	34
Windows NT Server 4.0 w. 5-user	745
Windows NT Server 4.0 w. 10-user	**(995)*
- Win NT License: Single Client / 20 Client	35/625
Windows NT Workstation 4.0 - CD	285
Windows for Workgroups oem / reg	57/135
- Workgroups Add On 3.11 for Win	45
- Workgroups Add On 3.11 MS-DOS	52
Word & Publisher Value Pak	125
Word for Win '95 / upgrade	295/59
Word 6.0 for Win / competitive upgrade	289/119
Works 3.0 for Win oem	49
Works + Bookshelf Win'95 - CD	69
Works 4.0 for Win'95 oem	39

QUARTERDECK

Cleansweep for Win '95	38
Hijaak for Windows '95	**(47)*
- Graphic Suite	119
Hijaak Graphics 3.0 for Win	89
MagnaRam 2.0 for Win 3.11 & Win'95	24
Procomm Plus 2.1 for Dos	89
- 3.0 for Win FD / CD	125/126
Procomm Plus 4.0 for Win'95 - CD	**(119)*
Qemm 8.0 for Win '95 / upgrade	63/36
Total Web	86
Web Author 2.5 for Win'95	45

SYMANTEC

ACT! 2.0 for Win	**(169)*
ACT! 3.0 for Win'95 & NT	175
C++ 7.2 for Win NT & Win'95	349
Internet Fastfind 1.0	44
Norton Anti-Virus '95 v.2	**(64)*
Norton Anti-Virus for Win, Dos, Win'95 - CD	67
Norton Anti-Virus for NT - CD	65
Norton Desktop 3.0 for Win oem / reg	95/112
Norton Healthy PC	28
Norton Navigator '95 - FD / CD	89.95/89.95
Norton PC Handyman	48
Norton NT Tools	47
Norton Utilities '95 - FD / CD	115/119
- v.2 for Win'95	69.95
Norton Utilities 8.0	109
PC Anywhere 5.0 Remote & Host for Dos	124
- v2.0 for Win / v7.5 for Win'95 & NT	125/135

OTHERS

3D Eye : TriSpectives / Professional	279/459
95 Power Utilities for Win'95 (trouble shooting)	28
CA Clipper 5.3 for Win / upgrade	*(149)/89
CA Simply Accounting Dos / Win	69/69
CAERA: Omni Page Direct OCR 2.0	65
CAERA: Omni Page Professional 6.0 for Win	**(379)*
CAERA: Omni Page Prof. 7.0 for Win'95	**(399)*
CAERA: Wordscan 3.0 for Win	169
CAERA: Wordscan Plus 4.0 / upgrade	389/139
Cakewalk Home Studio (music)	99
Cakewalk Professional for Win - FD+CD	165
Cakewalk Professional Audio Deluxe - CD	285
Canvas for Win / Trade-up	265/99
Carbon Copy 3.0 for Win, 2-user	119
Claris: File Maker Pro 3.0 for Win	184
Claris Works 4.0 for Win'95	79
Connectons Telemarketing for SBT	**(79)*
DacEasy Accounting 6.0 for Dos / 1.0 for Win	95/95
Daytime Organizer for Win'95	58
Design CAD 2D 7.0 for Win	179
Direct Access 5.1 for Dos	65
Fax Works Pro 3.0	**(19.95)*
First Aid 95 Deluxe - CD	**(25)*
First Aid 97 - CD oem / reg	29/34
Fractal Dabbler 2.0	46
Fractal Design Painter 4.0 for Win oem	**(259)*
Fractal Sketcher for Win	49
FTP: On-Net 32 for Win'95 (PC/TCP)	299
FTP: On-Net 2.0 for Win (PC/TCP)	299
FTP: X On-Net for Win / Win'95	185/185
Globalink Assistant (language translation)	46 each
Helix: Hurricane for Win	48
Helix: Multimedia Cloaking	32
Helix: Netroom 3.0 1 / 4 / 10-user	59/119/255
Hummingbird: Exceed 5 for Win & Win 32	*369*
Hummingbird: Exceed Express / Host	225/119
Hummingbird: NFS Maestro Server	179
Hummingbird: NFS Maestro TCP/IP	299
Hyper Access for OS/2	99
Hyper Access for Win'95	49
Internet Phone 4.0	47
Jetform Filler 4.1 + Companion + Forms	**(89)*
Kai's Power Tools 3.0 for Win'95 & NT	119
Laplink 6.0 for Win / upgrade	129/85
Laplink for Win'95	129
Macromedia Action 3.0 for Win	149
Macromedia Director 5.0 for Win	835
Macromedia Fontographer 4.1 for Win - CD	319
Macromedia Freehand 5.0 for Win	375
McAfee: Virus Scan 2.2 for Dos	44
- Virus Scan Deluxe (for Dos, Win, Win'95 & NT)	66
McAfee: Web Scan	46
Netscape Navigator 3.0 Gold for Win	65
Netscape Navigator 3.0 Gold for Win 32	65
Novell Products Helpdesk - CD	29.95
One Write Plus Accounting & Payroll 5.0	59
Open Post 4.0	24
Partition Magic 3.0 for Dos, Win, Win'95, NT, OS/2	59
Passport Encore 3.0 (music)	365
Peach Tree Accounting 3.5 for Win - FD+CD	115
Peach Tree Accounting 9.0 Complete for Dos	185
Power Utilities for Win'95	23
QA Plus v6.0 for Win	59
Qualcomm: Eudora Pro - Single / 5-user	58/215
Qualitas 386 Max 7.0	**(59)*
Quark X Press 3.3 for Win	599
Ram Doubler for Win	55
Remove-It for Win & Win'95	35
Stac: CD Quickshare (share CD on network)	479
Stac: Reachout 5.0 Host & Remote	95
Stac: Replica (backup netware server)	645
Stacker 4.0 / upgrade	95/55
System Commander 3.0 (multi OS on PC)	69
Turbo CAD 3.0 for Win	79
Uninstaller 4.0 for Win & Win'95	35
- for Network 2.0	**(75)*
View Office Power Suite (6 scanniing programs)	79
Virus Net (for all OS including 32 bit)	45
Virus Trap Adapter (identify & prevent virus)	65
Virus Trap Adpater + Virus Scan s/w	95
Visio 4.0 for Win'95 & Win (business diagram)	135
Visio Technical 4.1	265
Visual : Instant 3D	48
Visual : Virtual Reality	175
Visual : Simply 3D	39
Watcom C++ 16/32 bit v10.6 for Win'95	245
WebSite Director / WebSite Maker	95/49
Wild Cat! 4 for Dos - single	79
Wild Cat! 5 for Win'95 & NT - M2 / M16	95/209

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Berenstain Bears in the Dark	*(24)
Darby the Dragon (age 5-8)	29
Dr. Seuss ABC	*(22)
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Gone Fishing (Amtex)	39
Green Eggs & Ham (by Dr. Suess, age 3-7)	*(29)
In The 1st Degree	43
James Discovers Math	36
Just Grandma and Me MPC & MAC	*(24)
Live Pix	48.95
Math Workshop oem / reg	*(17/34)
MYST MPC / MAC	34/48
PC Globe Map	*(12)
Playroom MPC - CD / FD	34/*(19)
Prince of Persia 1+2	22
Printshop Deluxe 2	*(49)
Ruff's Bone MPC / MAC	*(24.95)
Sheila Rae, the Brave	*(29)
Stellaluna (age 3-7)	32.95
Sunset Western Garden	44
The Amazing Writing Machine	*(24)
The Little Monsters At School MPC / MAC	*(24)
The New Kid On The Block MPC & MAC	*(24.95)
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500 Nations oem / reg	17/29
Ancient Land	29
Art Gallery Multimedia MPC	*(45)
Auto Map Road Atlas	36
Auto Map Street	46
Bookshelf for Win '95 oem / reg	24/46
Cinemania 97 for Win'95	29
Close Combat	41
Complete Baseball MPC	29
Complete Basketball	*(25)
Creative Writer (age 8-14) oem / reg	14/29
Dangerous Creatures oem / reg	15/45
Dinosaur MPC oem / reg	25/29
Dogs	29
Encarta '97 oem / reg	36/46
Explorapedia: World of Nature oem / reg	19/29
Explorapedia: World of People	29
Fine Artist (age 8-14)	29
Flight Simulator 6 for Win'95	49.95
Fury 3	38
Golf 2 1996 oem / reg	15/37
Greetings Workshop oem	22
Hellbender	40.95
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Multimedia Beethoven 9th Symphony	29
Multimedia Mozart MPC oem / reg	22/29
Multimedia Schubert MPC	29
Multimedia Stravinsky MPC	29
Music Central 96 oem / reg	22/37
Musical Instruments MPC oem / reg	23/29
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Ultimate Robot	29
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4.4 BSD Lite	17
2000 Truetype Fonts	24
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Awesome Animation	16
ASME: Mechanical Engineering Toolkit	26
Avalon 3D Object	22
Beer - Home Brewing	25
Bethany Bible	23
Blackhawk (for Win'95, Jan '96)	17
BSD Docs. May '96 / Sept '96	19/22
Business Software Library	23
Butterfly (shareware for Win)	12
C/C++ User Group Library (Feb '96)	26
CICA MS Windows (Aug '96)	13
CICA for NT (Dec'96)	22
Civilization II Toolkit	16
Clipart Cornucopeia	17
Clipart Image Library	23
Command & Conquer, Warcraft II Toolkit v.2 /v.3	14/14
CP/M	23
Delphi Programming	22
Delphi Toolkit (Dec'96)	22
Duke Nukem Toolkit	14
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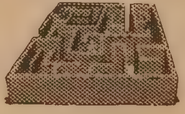

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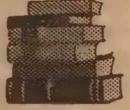

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OTC	Adobe		ADBE	39.25	38.25	-1.00	-2.55	19	0.20	0.52	45.13	28.50
OTC	Autodesk		ACAD	26.88	30.25	3.38	12.56	28	0.24	0.79	44.25	18.50
OTC	Borland		BORL	6.19	6.44	0.25	4.04	-	0.00	0.00	21.25	4.75
OTC	Informix		IFMX	24.00	23.38	-0.63	-2.60	31	0.00	0.00	36.75	16.88
OTC	Microsoft	(H)	MSFT	81.13	90.75	9.63	11.86	51	0.00	0.00	90.75	42.38
OTC	Novell		NOVL	10.13	10.50	0.38	3.70	30	0.00	0.00	15.63	8.75
OTC	Oracle		ORCL	47.25	42.63	-4.63	-9.79	41	0.00	0.00	51.00	26.50
OTC	Software Publishing	(L)	SPCO	1.13	1.06	-0.06	-5.56	-	0.00	0.00	3.50	0.94
OTC	Symantec		SYMC	16.00	17.13	1.13	7.03	-	0.00	0.00	18.13	8.75
	HARDWARE											
OTC	Apple		AAPL	23.88	16.94	-6.94	-29.06	-	0.00	0.00	34.38	16.00
OTC	AST Research		ASTA	5.50	5.06	-0.44	-7.95	-	0.00	0.00	9.00	3.94
NYS	Compaq		CPQ	79.63	75.88	-3.75	-4.71	23	0.00	0.00	87.13	35.88
NYS	Digital Equipment		DEC	39.50	35.00	-4.50	-11.39	-	0.00	0.00	76.50	28.38
OTC	Dell	(H)	DELL	57.25	63.56	6.31	11.03	30	0.00	0.00	67.88	11.50
NYS	Hewlett-Packard		HWP	50.88	53.25	2.38	4.67	22	0.48	0.90	57.75	36.88
NYS	IBM	(H)	IBM	151.63	167.00	15.38	10.14	18	1.40	0.84	168.38	85.75
NYS	Silicon Graphics		SGI	26.63	27.63	1.00	3.76	145	0.00	0.00	30.38	17.88
OTC	Sun Microsystems		SUNW	30.38	32.38	2.00	6.58	22	0.00	0.00	35.13	20.38
NYS	Xerox	(H)	XRX	51.63	57.50	5.88	11.38	-	1.16	2.02	58.38	39.88
NYS	Tandy		TAN	42.00	42.50	0.50	1.19	21	0.80	1.88	59.13	37.13
	CPU'S											
NYS	Advanced Micro Devices	(H)	AMD	27.13	34.38	7.25	26.73	-	0.00	0.00	35.00	10.25
OTC	Intel	(H)	INTC	136.88	145.25	8.38	6.12	25	0.20	0.14	149.75	49.81
NYS	LSI Logic		LSI	31.00	32.75	1.75	5.65	23	0.00	0.00	39.63	17.00
NYS	Motorola	(H)	MOT	53.63	67.50	13.88	25.87	36	0.48	0.71	69.75	44.13
	COMMUNICATIONS											
NYS	AT&T		T	38.63	38.38	-0.25	-0.65	39	1.32	3.44	46.88	31.63
NYS	BellSouth Corp.		BLS	37.88	43.50	5.63	14.85	20	1.44	3.31	45.50	35.25
OTC	MCI	(H)	MCIC	31.75	34.88	3.13	9.84	20	0.05	0.14	35.13	22.38
NYS	Northern Telecom	(H)	NT	57.75	71.88	14.13	24.46	33	0.52	0.72	72.38	42.75
NYS	Pacific Telesis	(H)	PAC	34.88	37.63	2.75	7.89	15	1.26	3.35	39.00	25.88

KEY: NYS = NEW YORK ASE = AMERICAN OTC = OVER THE COUNTER
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	20
DECLINES	9
UNCHANGED	0
NEW HIGHS	10
NEW LOWS	1

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	IBM	$	15.38
LARGEST DOLLAR LOSER	Apple	$	-6.94
LARGEST PERCENTAGE GAINER	Advanced Micro Devices	26.73	%
LARGEST PERCENTAGE LOSER	Apple	-29.06	%

	CLOSE 12/12/96	CLOSE 01/20/97	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	8341.27	8729.83	388.56	4.66
DOW JONES INDUSTRIAL AVERAGE	6303.71	6843.87	540.16	8.57
STANDARD & POOR'S 500 INDEX	729.30	776.70	47.40	6.50
N.Y.S.E. COMPOSITE	384.29	409.31	25.02	6.51
NASDAQ COMPOSITE	1298.33	1364.28	65.95	5.08

CLOSING QUOTES FOR GRAPH

DATE	MICRO TIMES	DOW JONES
06/10/96	7822.17	5687.87
07/05/96	7191.39	5588.14
08/02/96	7037.62	5679.83
08/27/96	7072.77	5711.27
09/26/96	7540.48	5868.85
10/21/96	7316.15	6090.87
12/12/96	8341.27	6303.71
01/20/97	8729.83	6843.87

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The latest in a string of national record closes for stocks was reported last month, led by the bellwether Dow Jones Industrial Average, which burst through the 6800 level for the first time on its way to another record high. The 540.16-point rise in "The Dow" amounted to a whopping 8.57% gain for the month. In fact, all the major national indices rewrote the record books last month: the S&P 500 reached to 776.70, the NYSE Composite lifted to 409.31, and the Nasdaq Composite hit 1364.28.

What happened to the MicroTimes portfolio? It followed suit, gaining 388.56 points, or 4.66%, to close at a record high of 8729.83. Of the 29 stocks in the MicroTimes Index, 20 companies saw their stock rise last month, while nine declined in price.

Turning to the headlines that dominated last month's trading:

Shares of semiconductor companies were once again very popular with investors last month. Advanced Micro Devices galloped ahead $7.25 a share, or 26.7%, en route to a close of $34.38, but not before it hit a new 52-week high of $35.00. Last month, Morgan Stanley analyst Byron Wein added Advanced Micro Devices to his model portfolio, prompting a rally in the stock price. Separately, AMD posted a fourth-quarter net loss of $21.2 million on sales of $497 million, vs. a profit of $9.3 million on sales of $595 million in the year-ago period. Despite the loss, AMD was the largest percentage-gainer of the lot last month.

Motorola rolled 25.9% higher en route to a close of $67.50 after trading as high as $69.75 a share during the period. Like AMD, Motorola, too, was added to Morgan Stanley's model portfolio last month by analyst Byron Wein.

Northern Telecom was also popular with Wall Street last month, as its share price rose a stout 24.5% to $71.88 after hitting a new high of $72.38 along the way. The company said last month that the Asia-Pacific markets are key to its growth strategy. "Our growth in Asia-Pacific has really come in the last three years," said James Deas, president of Nortel Asia-South Pacific. "The fast growth is expected to continue over the next few years," he added. ■

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Samsung 17GLi/17GLsi	$649/789
Sony 15 SX1/15SF2	$379/449
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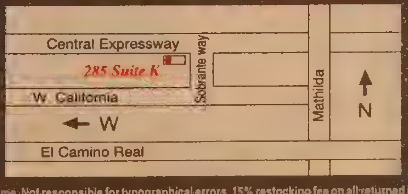

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Laptops

continued from page 32

It also has a built-in 14.4Kbps fax/modem. If you want a faster modem, you can connect it through one of the two PC Card slots.

While it has sophisticated audio features and software, it does not have a CD-ROM drive. This is not surprising for this price. AST offers a 6x drive ($530) as an accessory. You can purchase an external CD-ROM drive for less money if you are on a tight budget and it will work well. I must now confess that increasingly I find a CD-ROM drive a necessity. The reason for having the drive is that so much software now comes only in this format.

AST bundles a variety of software with the Ascentia J20. You have a choice of installing either Windows for Workgroups or Windows 95. The one you do not select will be erased from the system. Puma's TranXit software supports the infrared port to facilitate the transfer of files over the IRDA port. And finally, you get other software including the ubiquitous Prodigy, America Online, and CompuServe starter kits.

AST rounds out the package with a three-year warranty as well as a host of online, fax and voice response technical support options. If you want a new notebook, but don't want to spend a lot of money, this is certainly a model to consider. ■

> If you want a new notebook, but don't want to spend a lot of money, this is certainly a model to consider.

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RESOURCES:

Ascentia J20, $1799
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Irvine, CA 92619-7005
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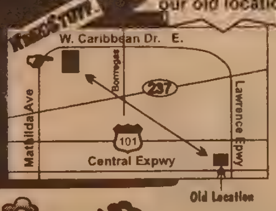
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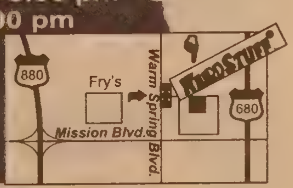
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UNIX *continued from page 48*

ines, for the other shoe to drop and for history to repeat itself. Perhaps goto will come back into fashion.

IN THE LATTER HALF OF THE 1990S, THE GENUINELY FRUSTRATING THING ABOUT DISCOVERING THAT A LANGUAGE YOU USE HAS A GOTO STATEMENT IS TRYING TO FIGURE OUT HOW THIS STATEMENT IS TO BE USED. "GOTO", WHICH WAS ONCE NECESSITY, IS NOW SOMETHING OF AN HISTORICAL CURIOSITY.

The Adventure Continues

Consequently, just for the sake of experimentation, when I logged in yesterday the first thing I typed was a label. I worked all day, and just before I went home I issued a command to go to the label that had started the session.

The entire day's work tried to replay itself. Exactly the same commands were issued in exactly the same order, but of course things were now quite different: Files and directories had been created and removed, environment variables had changed.

With a shock I realized that the working directory from which I started the replay was different from the working directory at the start of the day, and there was some possibility that replaying an "rm -r" command from a different directory could wipe out work that I desperately needed to keep.

In a panic, I typed control-C to interrupt the replay, only to find that it interrupted the individual commands but left the replay intact. Mercifully the replay came to rest in a vi editing session that could be suspended (control-Z) to interrupt the replay.

Sometimes the only way to learn something new is to repeat the past, and only those who were ignorant of history in the first place would think of it as doom. ■

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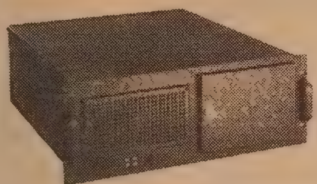

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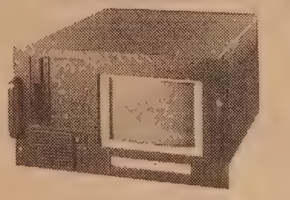

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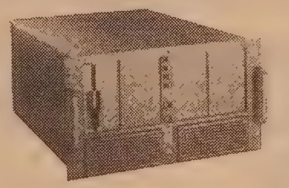

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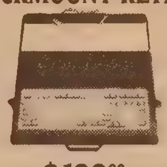

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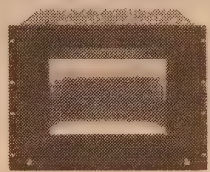

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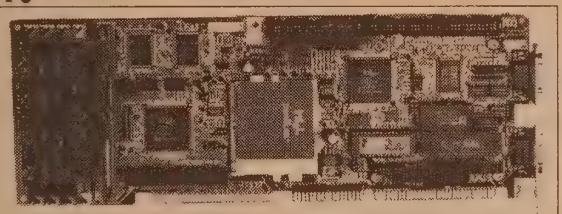

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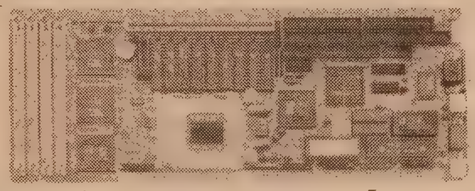

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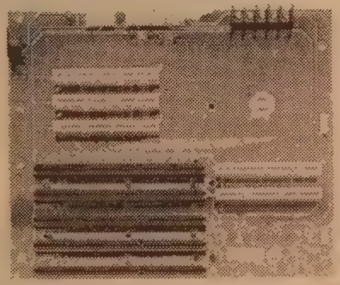

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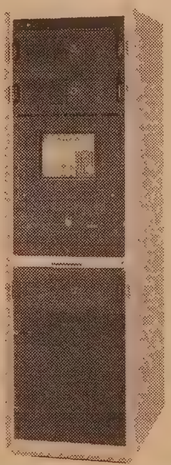

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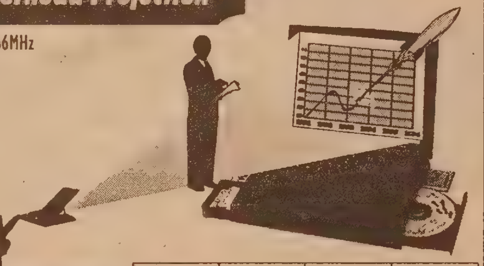

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Small Office/Home Office

continued from page 62

with separate, carefully-enunciated words, I can now tell you. He was talking to the Dragon.

Once DragonDictate has separate words to work with, its ability to recognize them is frequently amazing. Right out of the box it understands the careful speech of most American speakers. It only asks you to tell it if the voice it will be hearing is high or low, and to train it very briefly by speaking under twenty words. If you wish to get higher recognition, you can train it to understand your speech much more reliably by spending twenty minutes pronouncing about four hundred words for it. As you read each word to the program, it revises its internal model of the way you speak, and keeps the information in a separate file for each user.

It has several layers of correction available. As you dictate each word, a drop-down box shows DragonDictate's best guess of what the word is. That word will also appear in the document. If the Dragon has mis-guessed, however, you can choose any of the other words in the box by saying "Choose 5" or "Choose 6," using the number of the line the word is on. If the correct word is not there, you can say "Spellmode" and spell the word using the Alpha-Bravo alphabet. So "Dragon" would be "Delta-Romeo-Alpha-Golf-Oscar-November." As you spell the word, DragonDictate is constantly guessing what might be the word you are after, and placing its guesses in the dropdown box. When the right word appears in, say, position 4, you can say "choose 4" or complete the spelling as you wish. Your correction will go into the learning file, and DragonDictate will recognize the word better the next time it hears it from you.

You can also correct earlier mistakes by saying "Oops." The last dozen or so words in the document will then appear in a special correction panel. You can choose which one to amend, and change it just as if it were the last word you used. The "Oops" function did not always successfully replace words in MS Word while I was trying to dictate this column, for no reason I can detect. Perhaps the Dragon was as frustrated as I was with our hardware problems.

DragonDictate is available in a general edition, which works for most Windows applications, in enhanced editions with additional vocabulary, and in smaller "singles" editions that work only for one application like MS Word. If your soundboard-microphone combination works well, I bet this is just a dandy program. ■

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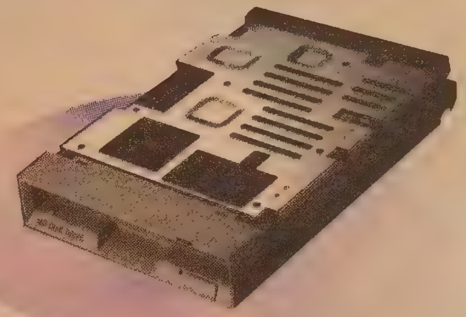

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The Business Of Privacy

War Stories And High Hopes At PGP Inc.

“In the information age, privacy has been taken away. The purpose of this company is to restore privacy in the information age.”

—PGP Inc. CEO Tom Steding

“Things have significantly improved!” laughs Phil Zimmermann, who in the last year or so has gone from the threat of federal incarceration to a position as chairman and chief technology officer of PGP Inc. (*www.pgp.com*), a hopeful and well-funded startup in San Mateo (see cover story interview with investor Dan Lynch, Issue #156), founded last April.

For several years, Zimmermann has been at Ground Zero in an increasingly heated battle over encryption, which used to be an arcane subject, of interest chiefly to spies and mathematicians. Today it's an essential component of keeping private communications private as they wend their way over the global communication network—trade secrets, medical data, confidential discussions, etc.

At the heart of the controversy is the fact that various law enforcement agencies, accustomed to being able to tap phone lines easily, oppose the widespread dissemination of technology that frustrates their information-gathering abilities. Invoking the specters of Kidnappers, Child Pornographers, Drug Dealers, and Terrorists, forces led by Attorney General Janet Reno and FBI Director Louis Freeh, with the enthusiastic support of the Clinton Administration, succeeded in getting federal legislation passed that would require all manufacturers of networking and telephony products sold in the US to include a “back door” allowing federal surveillance of traffic. Known as The Communications Assistance for Law Enforcement Act of 1994 (CALEA), or “Digital Telephony,” this law remains in large measure an unfunded mandate, though not for lack of campaigning on the FBI's part.

Another attempt to make surveillance easier, supported by the CIA, the NSA, and others, seeks to restrict the strength of encryption software exported from the US—in essence, software companies may not export encryption technology that isn't easily breakable. Meanwhile, unsuccessful attempts have been made (e.g. the now-notorious Clipper chip) to create an industry-wide standard that would offer strong encryption, with the caveat that a governmental agency would retain an archive of all users' “keys,” to be turned over to law enforcement when a warrant is issued.

As the night follows the day, Washington rings with calls for ever-stronger wiretap abilities when sensational crimes make headlines. Last summer, for example, the dual disasters of the Olympic bombing and the crash of TWA Flight 800 were enthusiastically paraded by the Clinton-Reno-Freeh contingent as proof of the need for such surveillance to stop terrorism. (They've been invoked rather less lately, as it becomes increasingly unlikely that either terrorism or the Internet was involved.)

Arrayed on the opposite side is a perhaps-unlikely alliance of civil libertarians and privacy enthusiasts with the high-tech industry. The former group is chiefly concerned with privacy protection (not only against the government but against unwanted snoopers in general); the latter is at least equally concerned with the marked reluctance of domestic and overseas customers to buy security products with a built-in welcome mat for US law enforcement, particularly when foreign competitors unhampered by such restrictions are all too happy to sell robust crypto to all comers.

Against the backdrop of this conflict, Zimmermann wrote and distributed a freeware encryption program called Pretty Good Privacy in 1991. While it lacked a good deal in ease-of-use, and subsequently landed its author between the Scylla of the federal government and the Charybdis of RSA Data Security (to this day, though PGP is now a customer of RSA, there is clearly little love lost between Zimmermann and RSA president Jim Bidzos), it also attained widespread popularity, garnered numerous awards, and became a de facto standard. (For RSA's views on the subject, see sidebar on next page.)

We visited Zimmermann and two of his management team, CEO Tom Steding and marketing vice president Linda Hayes, in their new offices, where we discussed the amazing events of the past and PGP Inc.'s plans for the future.

* * * * *

So Phil, how did you happen to get into all this?

I was a software engineer in Boulder, consulting for the past twelve years. In 1984, I was involved in the nuclear weapons freeze movement, and it was at this point that I decided to write a program that does what PGP does.

Which is?

To encrypt files using public key cryptography.

Why did you think this product was necessary? In 1984 people weren't exactly obsessing about crypto.

Well, in that year I was active politically, and I felt that grassroots political organizations, or peace and justice groups, needed to have cryptography to protect what I thought would be a growing usage of electronic communication. The Internet wasn't a big thing then, but I thought that sending files across modems was a good idea.

There was a lot of adversarial feeling with the government at that time—that was during the Reagan years. Reagan had done some things that gave the peace movement reason to think that protecting their communications was a good idea.

As it turned out I didn't start writing it right then; I was distracted by writing other software that was used at the time by a Political Action Committee for the nuclear freeze.

Then in 1986 a friend of mine taught me how to do the arithmetic you have to do to do public key cryptography. In late 1986, I developed my first implementation using the RSA algorithm. At that time, my implementation was the fastest in the world. I also developed a way of finding large prime numbers that was also faster than anyone else at the time.

But still this was not a complete application. This was RSA in a Petri dish.

What was your relation to RSA at this time? Because I know that down the line, problems ensued.

I didn't use RSA software. I didn't use anything from them, other than the algorithms published in academic literature. These algorithms could fit neatly on the back of your business card; PGP has tens of thousands of lines of code, so there's a big difference between what I used from their academic papers and what I actually implemented.

I did meet Jim Bidzos in late 1986—he came to Boulder to meet with a friend of mine who was in Boulder teaching me this arithmetic. He also brought with him some software that his company had done called MailSafe, and demoed it for me. I don't remember very much about the demo, except that it wasn't the way I would have wanted to do things. I never looked at the software again.

By Mary Eisenhart • Photos: Anne Knudsen

By the time 1990 rolled around I had accumulated several of the components that would be necessary to put PGP together.

Briefly, what are those components?

A block cipher, a random number generator, an RSA implementation, a digital signature hash algorithm. I started out using MD4, which was written by Ron Rivest [the R of RSA] who put it in the public domain. In that particular case, since he had explicitly put it in the public domain, I thought there was nothing wrong with using it.

It was in December of 1990 that I began work in earnest. At the time I was doing consulting work for Reuters, and there was a lull in the consulting work, so I took time out to work on PGP. It took six months, which isn't very long by our standards today, but at the time it was a long time to hold your breath with no income.

I had thought of selling PGP and making money, and was hoping to do that. But about halfway through the project, in the spring of '91, Senate Bill 266 came up. This was a nonbinding piece of legislation, a sense-of-Congress resolution, that said that communication systems makers should put a back door in their secure-communications systems to allow the feds to be able to get the plain text.

This seemed to me to be a harbinger of things to come—and it turns out things actually got worse than that later with the introduction of the Clipper chip. I thought it would soon be illegal to do strong cryptography without a back door, and so at that point, halfway through the development, I abandoned my plans to sell it, and decided to give it away. I thought it was important to get it dispersed as widely as possible, to get it so entrenched that they couldn't take it back from people.

So I continued the development and released it in early June of '91.

How did you release it?

Somebody who knew the Internet had volunteered to do the actual legwork to release it, so I gave it to him. At the time, I didn't know much about the Internet—I knew how to send and receive electronic mail, but I didn't know anything about newsgroups, for example.

In a short time, it was all over the Internet.

Which, functionally, was all over the world. Was that your intention, to disseminate it internationally? Or you just wanted it nonspecifically out there as much as possible?

Yes, I wanted it nonspecifically out there as much as possible.

About five days before the release of PGP 1.0, in June of '91, I went to a smart-card conference in Washington, and at that conference I learned of the existence of another competing email encryption standard called PEM, Privacy Enhanced Mail. As soon as I learned of this product I assumed that it would destroy PGP, that PGP had no chance of success because of the existence of an email encryption standard that had the force of a standard behind it.

The standard had been in development for several years and had the participation of a lot of companies, and perhaps the government in some way. There was enough powerful interest involved that I thought this would be unstoppable, and PGP was going to be just this marginalized thing.

But I decided to go ahead and proceed anyway—might as well, since I'd sunk all that effort into it—and it turned out that PEM did not prevail over PGP.

One thing I did notice in looking at PEM was that it had some important weaknesses. For example, every message had to be signed, and the signatures appeared on the outside of the digital envelope so that you could always tell who signed it, even without being able to decrypt it. Plus it used 56-bit DES [Digital Encryption Standard] as its block cipher, which is something that the government can easily break.

The first version of PGP used a block cipher of my own design—I had gotten some design elements from someone else. It turns out that later on it wasn't really that strong a design, so I switched to another cipher that was more firmly established in the academic world.

So what happened between 1991 and the present with PGP? I remember that you were beleaguered on two fronts, RSA and the feds...

That's right. In fact, the way the attacks were coming from both sides, they each precluded solutions that would be effective against the other.

RSA was taking the position that the published algorithm you had used was covered by their patent?

Yes, that the mathematical formula was covered by a patent. The RSA patent was a domestic

continued on page 111

A Few Words From RSA

RSA BELIEVES THAT PGP AND PEM ARE "OLD TECHNOLOGIES" AND THAT THESE MESSAGING METHODS have been surpassed by more flexible and extensible public-key messaging security protocols, namely S/MIME.

Apparently, the vendor community agrees, with S/MIME products already shipping from Nortel Entrust, ConnectSoft, Worldtalk, Frontier, and OpenSoft. Netscape and Microsoft have both announced their intention to standardize on S/MIME, not PGP, and Netscape Communicator 4.0 should ship next month, instantly creating over 30 million S/MIME users.

—Kurt R. Stammberger, Director, Technology Marketing
RSA Data Security, Inc.

From RSA's FAQ at www.rsa.com

"How does S/MIME compare with PGP, PEM, and MOSS?"

S/MIME, PGP, PEM and MOSS all specify methods for securing electronic mail. All offer privacy and authentication services. Since PGP, PEM, and MOSS are all quite different, they need to be compared with S/MIME individually.

PGP can be thought of as both a specification and an application. PGP relies on users to exchange keys and establish trust in each other. This informal "web of trust" works well for small workgroups, but can become unmanageable for large numbers of users. S/MIME, on the other hand, utilizies hierarchies in which the roles of the user and the certifier are formalized. This means that S/MIME is both more secure and more scalable than PGP implementations. S/MIME has flexible guidelines for establishing hierarchies of users and will be equally easy for small groups and scalable to large enterprises. S/MIME will also be well integrated into many email applications, making it simple for users and ubiquitous.

PEM is specified in IETF RFCs 1421-1424. PEM was an early standard for securing email that specified a message format and a hierarchy structure. The PEM message format is based on 7-bit text messages, whereas S/MIME is designed to work with MIME binary attachments as well as text. The guidelines for hierarchies are also more flexible in S/MIME. This should allow for both easy set-up for small workgroups that don't need to be part of an all-emcompassing hierarchy, and an easy path to move workgroups to the hierarchy that best suits their needs.

MOSS is designed to overcome the limitations of PEM by handling MIME messages and being more liberal in the hierarchy requirements. But MOSS has so many implementation options that it is possible for two indepedent developers to come up with two MOSS mailers that will actually not "talk" to each other. MOSS can be thought of as a framework rather than a specification, and considerable work in implementation profiling has yet to be done. The overriding goal of S/MIME is interoperability, with a focus on email.

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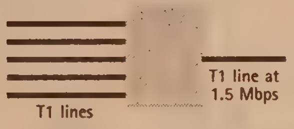
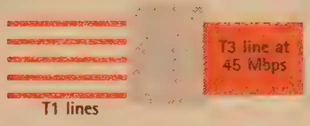


Many providers feed T1 connections into cramped, oversold lines, reducing performance.



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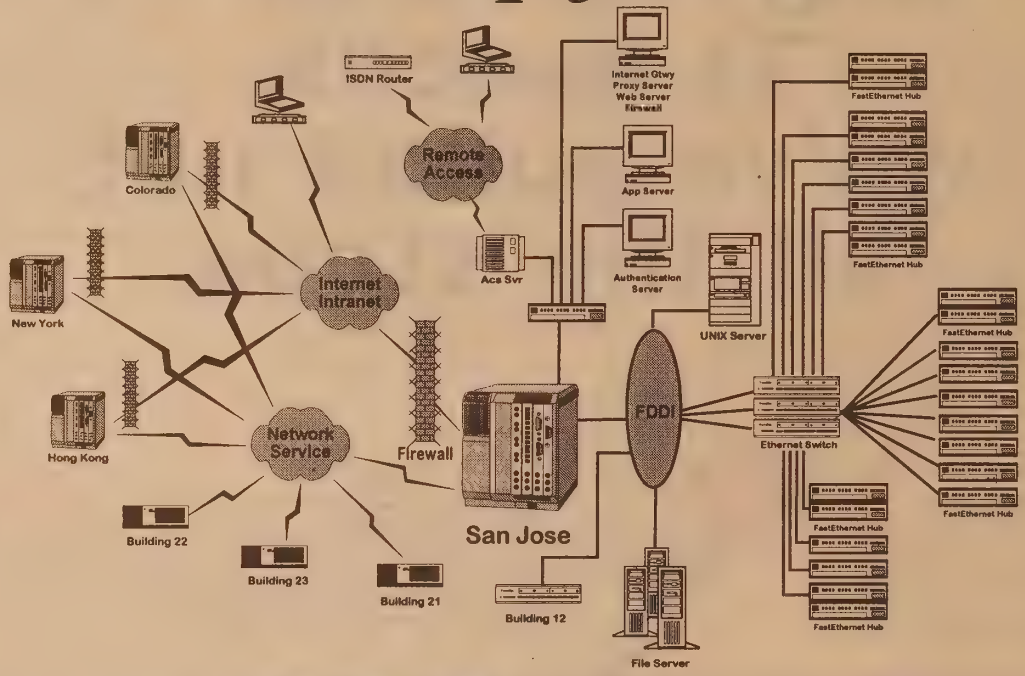
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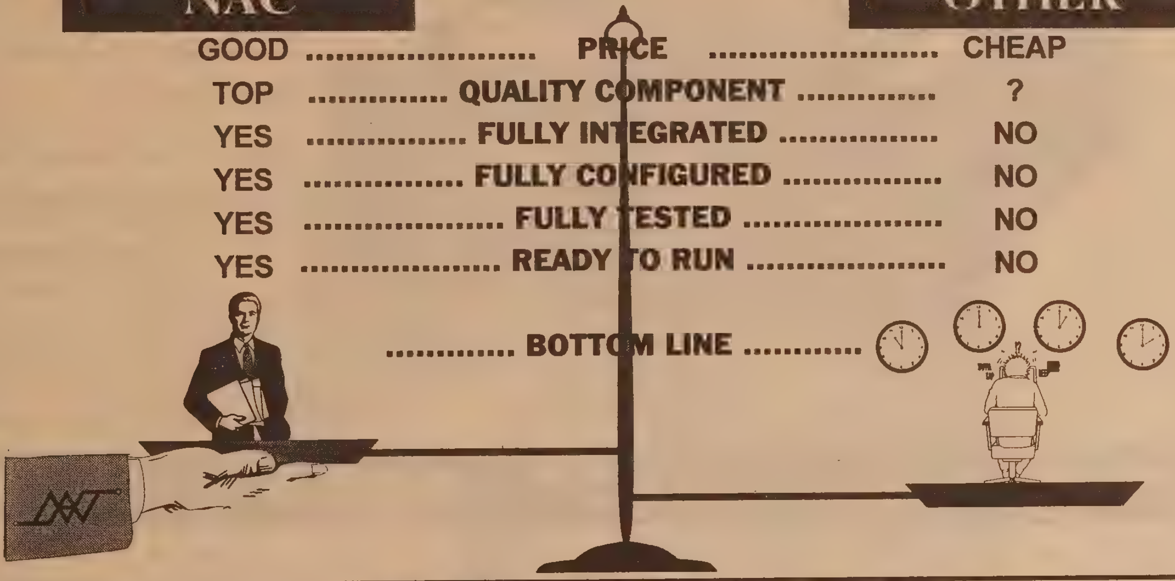

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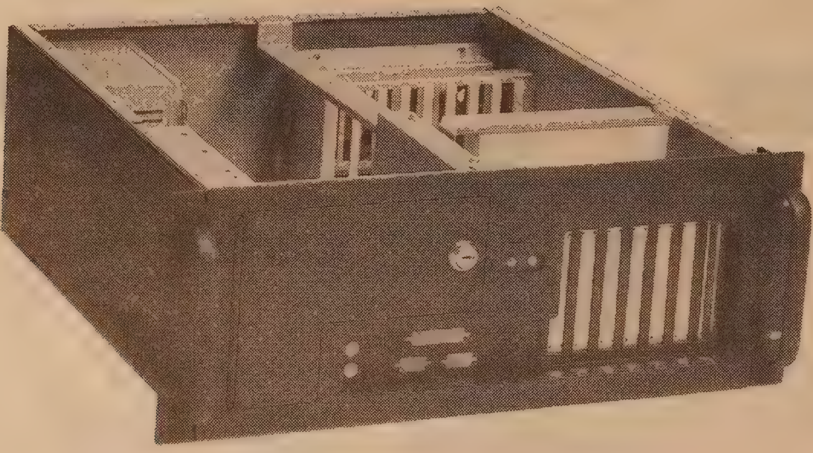

RC-4907ATX

Telecommunication Application

FRONT ACCESS SLOTS

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Control Panel: LED (Power & HDD)

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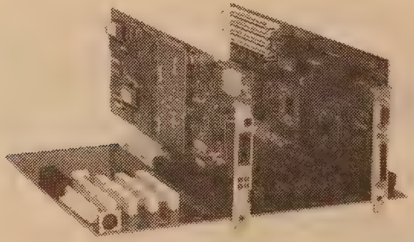

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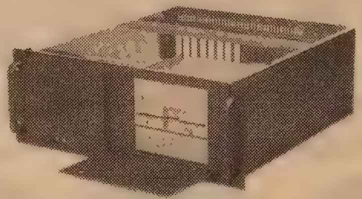


RC-4107ATX

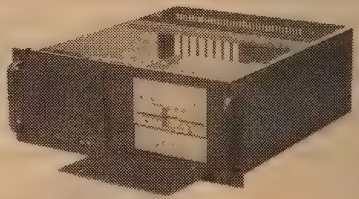
Multimedia Server Application

Rear access slots

SIX DRIVE BAYS (3 exp., 3 int.)

Control Panel: LED (Power & HDD)

Switch (Reset)



RC-4108AT/ATX

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Rear access slots

Four drive bays (3 exp., 1 int.)

Control Panel: LED (Power & HDD)

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continued from page 106

patent, so that would have suppressed it domestically—and the feds were trying to prevent a spread overseas.

So you have domestic suppression and you have overseas suppression.

Officially, the feds had no authority to prevent its dissemination domestically, but they asserted authority to prevent its dissemination internationally?

That's right.

On what grounds?

The Arms Export Control Act.

Since it's probably not intuitively obvious to the average computer user that this has anything to do with arms export, please explain! [*laughter*]

The State Department has a list of items that cannot be exported without a license. It's called the Munitions List, and as the name implies, it's things like Stinger missiles and submarines and things like that. One of the items on the list is encryption software, so you can't export encryption software without a license from the State Department. It's like trying to export missiles.

This started a criminal investigation.

Actually, the criminal investigation started in early '93. The Customs agents from San Jose contacted me because they wanted to ask me some questions about PGP. I was willing to answer their questions because I thought perhaps they needed help—maybe they'd run into PGP in one of their investigations and needed some technical assistance. So I answered their questions over the phone.

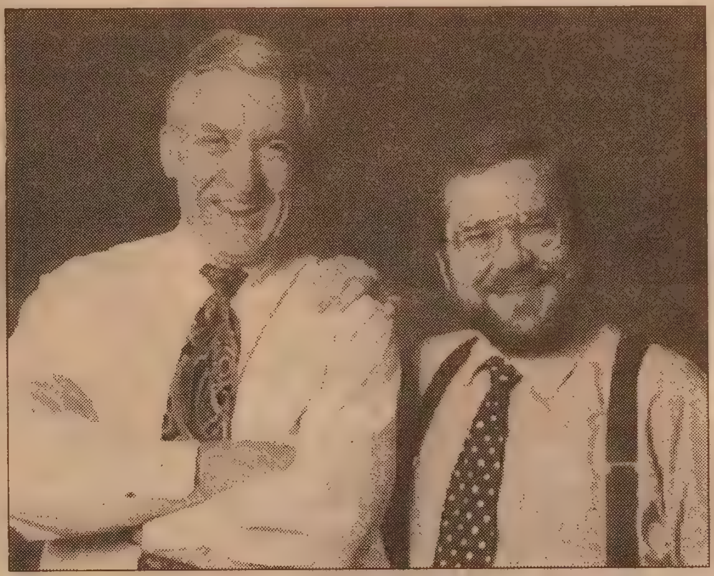
They said they would like to come and visit me in Boulder and talk to me directly about it, and that was when I began to suspect that there was more to their interest than getting a tutorial from me about PGP.

So I asked the advice of a criminal defense lawyer, and we decided to go ahead and let them interview me, because we thought that if we educated them a little bit they would see that there was nothing here of interest to them, that I had broken no laws.

They came to Boulder in February of '93, and, in my lawyer's office, conducted this interview. They said they had just talked with Jim Bidzos of RSA, and based on their conversation with Jim Bidzos they thought that PGP was stolen property. I set them straight on that—I told them that not a single line of code in PGP had been stolen from anyone, that I developed it from scratch. And that in any case if there was a patent issue involved in this, that should be settled in a civil lawsuit and not a criminal investigation.

The way they came at it was that this stolen property had crossed national borders, and that meant that Customs could investigate—kind of like if you stole a car in San Diego and drove it to Tijuana.

Their early interest in the case was mainly an intellectual property interest. Later they began to divert their interest to focus more on the export control issues—it seemed that the intellectual property issue had no merit. Over the next three years, that's mainly what the case revolved around.



Phil Zimmermann: *"In 1991, I thought it would soon be illegal to do strong cryptography without a back door, and so at that point, halfway through the development, I abandoned my plans to sell PGP, and decided to give it away. I thought it was important to get it dispersed as widely as possible, to get it so entrenched that they couldn't take it back from people."*

The case escalated quite a bit in the fall of '93 with the issuance of subpoenas from a federal prosecutor. What had happened was that summer I had made a deal with ViaCrypt to sell PGP. ViaCrypt was going to commercialize the product because they already had an RSA patent license. We announced this at the Crypto conference in late August of '93, and I told Ron Rivest about it at that conference.

During that conference I called the Customs agents myself—which is probably something my defense lawyer wouldn't have approved of, for me to have a direct conversation with these criminal investigators—but I told them that they might be happy to know that PGP was being sold commercially with the proper RSA license, and that they shouldn't be too concerned about it now, and they said, "Well, good!"

I said, "Well, how's the case doing, by the way?" And they said, "The case has had almost no attention lately; it's been on the back burner, and we've got more important things to do than that case right now."

That was in August of '93. And the information we have is consistent with the idea that they really weren't very interested in the case at the time.

But as soon as we announced the deal with ViaCrypt, word got back to Bidzos, and he reportedly hit the ceiling at this. Within a day or two of him hitting the ceiling, the investigation had escalated to a federal grand jury and a federal prosecutor.

On arms export grounds, or on IP grounds?

On arms export grounds. There were subpoenas being issued, one to ViaCrypt and one to a company that was distributing the freeware.

At that time my lawyer contacted the prosecutor and asked if I was the target of the investigation. That's when we were formally notified that I was the target of a criminal investigation by US Customs. Before that time, when they had visited in February, they said that I was not a target of the investigation; in fact they even said there *was* no target, that they were just in their preliminary stages of looking at things.

Within a couple of weeks of that time, I was invited to testify before the House subcommittee for what later became the Cantwell bill [former Congresswoman Maria Cantwell proposed an industry-supported bill that would have essentially lifted federal restriction on the export of encryption products].

When I went to Washington to testify, I met with a team of lawyers that had been assembled. We met in the offices of the Electronic Frontier Foundation, and we actually had ten lawyers in the room, from EFF, CPSR, ACLU, a couple of private attorneys from Washington, and my defense lawyer from Boulder. I gave them a briefing on the case so far, what I'd done, what I hadn't done, and what communications we'd received from the prosecutor. They gave a very pessimistic outlook at that meeting.

The basic assessment was, "Phil, you're hosed"?

That's right. That was really, I think, the worst day of the case for me, psychologically. I had a roomful of ten lawyers say to me, in a unified front, that the chances were bad. Fortunately that meeting took place after the testimony I gave that morning; it would have rattled me too much before!

Now it turned out that as things progressed they actually got better. For a couple of months I didn't talk to the press; I was assembling a defense team and got some of the components from that meeting. But my instincts told me I *should* talk to the press, and so after a couple of months of silence I did talk to the press, and that improved the situation quite a bit.

I think that having all those press articles increased the political difficulty of proceeding with the prosecution.

In the same vein, there was an aggressive campaign by various organizations to heap awards on you in extremely public ceremonies to counter the heat from the government and make it even more embarrassing for them to pop you.

Yeah... [*laughter*] I tended to think of those things as air cover!

Sometimes people ask me if it's a hassle to go through all these interviews, and to me it's no hassle at all. I think I owe the press quite a bit. If it weren't for the press, I might be in the slammer. [*laughter*]

At some point the case had to be handed off from San Jose to Main Justice in DC. We had pretty much assembled our defense and were waiting for the right time to communicate with Main Justice. We decided that the best time to communicate with Main Justice would be when the prosecution decision would be handed off from San Jose, and we had an agreement with them that they would contact us when that occurred.

That seemed to be dragging on for quite a long time. Through a lot of late '94 we were waiting for that, and it didn't seem to be happening very fast. I think it was in early '95 that something was communicated to Washington, and that's when we started activating the Washington components of the defense team in talking to Main Justice.

Something else that happened in late '94 was that I was returning from Europe from a speaking tour, and flying into Dulles airport. When I got into Dulles airport, they took me aside to search my luggage, but then a guy came up and asked me to come with him into an interrogation room. This was a US Customs agent who had a dossier on me, knew all about the case in great detail.

He was interested in asking me questions about the case without my attorney being present. He took me into this interrogation room, which was this white room without any furniture in it. It kind of looked like a UFO abduction room. [*laughter*]

And then he started to ask me questions. I was trying to resist this, saying "Don't I get to have my attorney present?" He said, "No, we don't have to do that because this is a port of entry and we're allowed to talk to you any way we want." I said, "Well, do I have to answer your questions?" He said "No, but if you don't, then we can just all wait here until we get this sorted out." He gave me the impression that I was not free to leave until I answered his questions, and I could not contact a lawyer.

I kept on arguing with him about this point of asking for a lawyer and not being able to get one, and eventually he gave up. I think I was in there about fifteen or twenty minutes—my sense of time was not very accurate. He finally let me go.

My lawyers responded to this by writing a letter to the Inspector General for Customs, that this was an improper thing to do, that they knew I was represented by counsel and that this was a violation of my rights. I think the prosecutor didn't know this was happening—I think this was something Customs did on their own.

Eventually all this got resolved, fairly recently.

It was in January of '96 that the case was finally dropped. They faxed a letter to my defense counsel in Boulder. They did not give any reasons. In fact, they also faxed a letter to the press at the same time, again, not giving any reasons for it.

Phil DuBois, my lawyer, called me up at home and said, "You wouldn't believe what just came out of my fax machine!" He read it to me, and I said "Wow! Let me come over and talk to you about it."

I hung up the phone, and about thirty seconds later it rang again and it was John Markoff from the *New York Times*. The phone began to ring, and I talked to at least fifty press organizations over the next 48 hours.

And then I had to go on a business trip so they couldn't find me!

That was a good week. [*laughs*]

The federal mandatory sentencing guideline for violation of the Arms Export Control Act was forty-one months to fifty-one months. Judges have no latitude in sentencing; if they want to keep their job they have to go with the mandatory guidelines. Unlike the state prisons, you don't get any time off for good behavior in the federal prisons, so I'd have to serve at least forty-one months.

Well, now that you don't have to do that any more, Phil, what's happening instead? [*laughter*]

Things have significantly improved!

It's hard to believe—there's people working here that I don't even know!

Okay, I suspect I'm like a lot of people in that I periodically download MacPGP, look at the manual, cry "Eek!", and that's the end of it. [*laughter*] I have a feeling that the reason this company exists is to reach people like me, so...how do you go from a globally-distributed free software base to a commercially profitable company? Where do you go from here?

Linda Hayes: The fact that Phil did license the product to ViaCrypt, which we then purchased, means that there is a commercial product out there, so it isn't just freeware. But we still have a lot of work to do.

Tom Steding: The basic idea behind the company generalizes what Phil's experience has been, and observes that in the information age, privacy has been taken away.

There is, for example, the issue of email and its exposure on the Internet. We say that the Internet is made of glass—fiber optics is a big part of the infrastructure, but also it's a transparent medium, you can see through it. Email is fully exposed and gets archived along the way and is potentially subject to digital searches and such.

There's also the cookie problem. People are now beginning to understand that when you surf the Web you leave footprints around. It'd be analogous to walking around the shopping mall leaving your name and address wherever you go.

PZ: A cookie is a file that is kept on your computer by your Web browser, that is downloaded from the Web site where you just visited. It's an indication that you have visited that Web site. Later, if you visit that Web site again, it can tell that you've been there before, but it also means that if you visit some other Web site, that other Web site can tell where you've been.

TS: I did a radio talk show in San Diego, where the host had just discovered cookies and found a 20MB file that contained his

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whole history of Websurfing, that was there without his knowledge.

As we move into the age of the Internet, privacy's boundaries have moved substantially. The purpose of this company is to restore privacy in the information age. We are building a commercial, for-profit activity for broad distribution in the user community. The user community needs ease-of-use; it needs technical support; it needs documentation; it needs interoperability; it needs scalability. All the things that we intend to provide on the commercial side that are absent in the freeware product. We believe it provides considerable value-added and will support a commercial revenue stream.

Are your potential customers the developers or the end-users?

Both. There's a consumer side of the business that would extrapolate from the current user base, and move forward in the adoption cycle so that people who are now less likely to put up with a command-line interface still want the product and its functionality.

There's a huge business side of the marketplace for small and large companies to establish a privacy infrastructure.

LH: Even today, just through the ViaCrypt product, we are in one-third of the Fortune 100 companies.

In the corporate world, I know that Lotus Notes is a classic example of RSA-based encryption that's transparent to the user. I also think that they're subject to export restrictions and the export version has shorter keys and is weaker than the domestic version. Are you doing something similar?

TS: Eventually. There are two obstacles to substantial growth of the business market, for example. One is full seamless interoperability with applications, starting with standard mail packages. If you look at our product roadmap, you'll see us beginning to deliver that interoperability for mail right now.

The other is scalability, the ability to catalog and track large numbers of keys, so the key server aspect of our product roadmap is important for scalable solutions. You'll see that coming out this quarter, at least in a trial version.

LH: If you talk to our customers, those are the two items they really would like to see. It's being driven by customer demand.

TS: We imagine a day in which this kind of encryption is ubiquitously deployed and transparent to the user.

It seems to me that the fortunes of the company are still highly dependent on regulatory issues. You can't export product, right? You have this problem in common with RSA and all kinds of people, of course. But particularly given the global nature of the Internet, how do you plan to address that? What would you like to see the legal picture be?

It certainly is tied closely to regulatory stuff. Our technology is not exportable under current law, although ViaCrypt has been able to get export licenses for US multinationals overseas. The company will not ship weak crypto, because a major attribute of the brand is its trusted position, and the fact that it is uncompromising. We will stick to that strategy.

> ***Tom Steding:*** *"There's also the cookie problem. People are now beginning to understand that when you surf the Web you leave footprints around. It'd be analogous to walking around the shopping mall leaving your name and address wherever you go."*

We believe the US export law is nonsensical, and we'll be pressing, along with our brethren in the high-tech industry, for reconsideration.

How likely do you think that is to happen?

Well, Senator Burns of Montana has told us that we can absolutely win this one once the public understands the issue. So if we can get organized in the high-tech industry, and we're taking moves to do that, we can speak with a single voice.

PZ: Senator Burns has introduced legislation to lift the export controls.

Similar to the Cantwell bill?

Very much like the Cantwell bill. In fact, last year there were hearings on this in June and July, and I testified at those hearings. It was introduced fairly late in the season so it didn't really get far enough. This year they're going to give it another shot.

TS: Our experience so far is that as the public understands the privacy issue on the Internet, including the cookie issue but not limited to it, there's a growing sense of outrage about their exposure and the fact that the government encumbers the providers of this technlogy such that they don't have the privacy they would eventually expect as part of this culture.

Even at the level of spam—when AOL started blocking CyberPromotions the users hailed them as gods and were really outraged at their lack of options for spam-blocking. Just not being spammed is a privacy issue for people, let alone being snooped on.

LH: Exactly.

In addition to the public outrage, there's a business issue. If we are really prohibited from exporting strong crypto-based products, that doesn't address what can happen outside these shores. Other countries would be happy to sell those customers strong crypto. So from a straight commercial point of view, the government needs to take a hard look, because we will not stay in the lead as a country.

What is the government's rationale? It's relatively obvious to *us* that this should happen, but it continues to be a huge struggle. Why?

We've been told, and there's probably a lot of truth to this, that it really is more from the law enforcement side, fear on that side of the house of terrorists, of pornographers... It's the same stories you hear over and over; that's at least the story they say...

But how much of that is valid? There was a great attempt to stir up support for imposing draconian wiretap legislation on the Net in the wake of "terrorists" bombing TWA Flight 800, and now it's looking like system failure. A lot of this appears to be blatant scare tactics being used cynically and manipulatively to serve some agenda that has nothing to do with the stated one.

It's scare tactics.

PZ: Historically, when new technologies have been introduced that might have some bearing on constitutional rights, the government has interpreted the Constitution in such a way that it doesn't apply to the new technology. For example, when movies were first invented, when movies started to be widely available in the early part of this century, the government interpreted movies as not being protected by freedom of speech. Movies were not "protected speech," they were "commercial speech," and it took many years of litigation to establish that movies should be protected speech.

Similarly, and more widely known—when telephones first became widely available, the government didn't think the Fourth Amendment applied to telephones, because they don't have to go into your house and search your house, they can just put alligator clips a few blocks away from your house and listen in on your conversation, so it was not

continued on page 254

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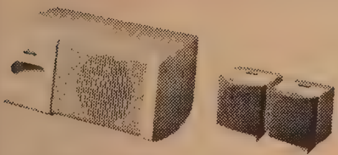

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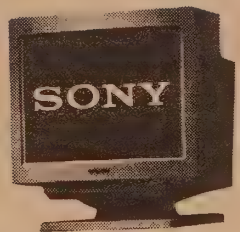

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- Legitimate MS Windows 95 Full CD + Manual
  + installed + fully configured

Intel Pentium®
P5-100 $1912
P5-133 $2015
P5-166 $2201
P5-200 $2346

Cyrix® 686 CPU
P150+ $1953
P166+ $1988

Optional:		
	MS DOS V6.22 + Windows V3.11	Add$10
	MS DOS V6.22 + Windows for WorkGroup V3.11	Add$30
	Windows NT 4.0 Workstation/Server	Add$69/$509

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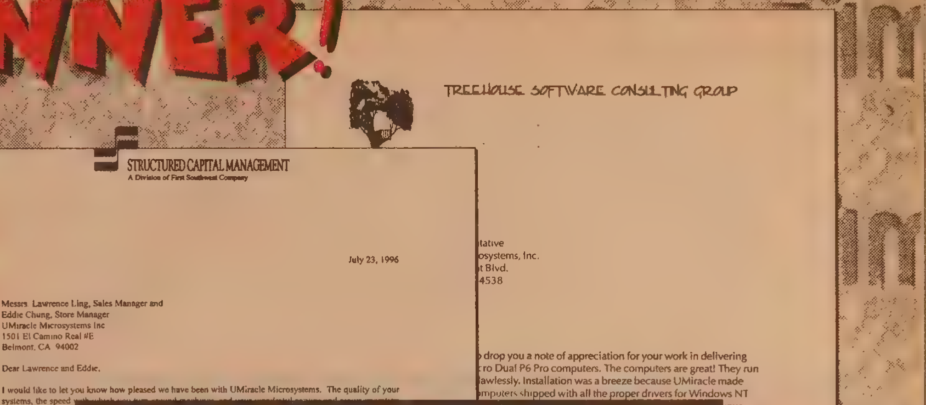

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o drop you a note of appreciation for your work in delivering
ro Dual P6 Pro computers. The computers are great! They run
lawlessly. Installation was a breeze because UMiracle made
mputers shipped with all the proper drivers for Windows NT
your

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A Division of First Southwest Company

July 23, 1996

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Eddie Chung, Store Manager
UMiracle Microsystems Inc
1501 El Camino Real #E
Belmont, CA 94002

Dear Lawrence and Eddie,

I would like to let you know how pleased we have been with UMiracle Microsystems. The quality of your systems, the speed
have allowed my fi

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ntel Venus P6 Pentium Pro

ntel Venus Performance/VS Pentium® Pro motherboard w/256K Built-in
PU Cache - Intel® 440FX chpst, w/onbrd BusMaster IDE, HiSpd I/O, FD, PS/
Keybrd+mouse ports, ZIF Socket 8, AMI PnP Flash BIOS, FP/ECC 72Pin
IMM upto 256MB, ATX Form Factor board
enuine Intel Pentium® Pro Processor w/ Cooling Fan
2MB=16MBx2 60ns 72Pin EDO SIMM RAM
.44MB Floppy Drive
.2GB Quantum FireBall TM3200A Mode 4 E-IDE HD
litsumi FX810 EightSpeed IDE 1200KB/S CD-ROM
reative Lab Sound Blaster 32 PnP Stereo Sound Card
latrox Millennium 3D Professional Video 2MB WRAM
7" Hitachi CM-600 .28DP 1280x1024NI Monitor
remium ATX style Medium Tower 235W ATX PS
licroSoft Ergonomic Natural Win95 Keyboard
licroSoft Ergonomic PS/2 Mouse w/ Pad
air of 80Watt Stereo Speakers
egitimate MS Windows NT V4.0 Workstation CD + Manual
+ installed + fully configured

P6 is here!

Pentium Pro

180MHz 256k	$2390
200MHz 256k	$2504
200MHz 512k	$3319

TYAN Dual P6 Pro

TYAN Titan Pro AT S1662 Dual Pentium® Pro PCI-ISA motherboard, Intel 440FX Chipset, support Dual 150-200Mhz, 3 ISA+5 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8/2 VRM modules for future CPU support, Flash AMI PnP BIOS, FD/ECC 72Pin SIMM
Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
32MB=16MBx2 60ns 72Pin EDO SIMM RAM
1.44MB Floppy Drive
3.2GB Quantum FireBall TM3200A Mode 4 E-IDE HD
Mitsumi FX-12X TwelveSpeed IDE 1800KB/S CD-ROM
Creative Lab Sound Blaster AWE64 PnP Stereo Sound Card
Matrox Millennium 3D Professional Video 2MB WRAM
20" Hitachi CM-2011MU .28DP 1600x1200NI Monitor
Server Class Super Case Dual Fan Full Tower 250W PS
KeyTronic 104 Key Win95 PS/2 Keyboard
MicroSoft Ergonomic Serial Mouse w/ Pad
Pair of 120Watt Stereo Speakers
Legitimate MS Windows NT V4.0 Workstation CD
+ Manual + installed + fully configured

P6² is here!

	Single	Dual
180MHz 256k	$3401	$3949
200MHz 256k	$3519	$4184
200MHz 512k	$4365	$5875

Intel Providence P6²

- Intel Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium® Pro 200Mhz CPUs, 64Bit-EDO/72Bit-ECC 168Pin DIMM upto 512MB, Integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated Ultra/Wide SCSI Adaptec® 7880 w/ onbrd+External mini-68Pin 16bit Wide Connectors, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit Stereo Sound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, Flash AMI PnP BIOS, ATX form Factor
- Genuine Intel Pentium® Pro Processor(s) w/Cooling Fan(s)
- 64MB=32MBx2 168Pin 4Mx72 EDO ECC w/Buffer DIMM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HD
- Mitsumi FX-12X TwelveSpeed IDE 1800KB/S CD-ROM
- Matrox Millennium 3D Professional Video 4MB WRAM
- 21" Hitachi CM-800U .22DP 1600x1200NI 75Hz Monitor
- Premium ATX style Full Tower 235W ATX PS
- MicroSoft Ergonomic Natural Win95 Keyboard
- MicroSoft Ergonomic PS/2 Mouse w/ Pad
- Pair of 120Watt Stereo Speakers
- Legitimate MS Windows NT v4.0 Workstation CD
  + Manual + installed + fully configured

	Single	Dual
180MHz 256k	$4047	$4586
200MHz 256k	$4162	$4817
200MHz 512k	$4993	$6473

NoteBook Optional:		
	MS DOS V6.22 + Windows V3.11	Add$100
	MS DOS V6.22 + Windows for WorkGroup V3.11	Add$120
	Windows 95 CD Full OEM Version	Add$90
	Windows NT 4.0 Workstation/Server OEM	Add$159/$599

NoteBook Harddrive/Accessories	
810MB 2.5" IDE Slim HD	$195
1.0GB 2.5" IDE Slim HD	$235
1.3GB 2.5" IDE Slim HD	$295
2.0GB 2.5" IDE Slim HD	$485
PCMCIA 28.8 Fax/Data	$189
PCMCIA Ethernet Comb	$90

CHEM 6800 NoteBook Options	
8MB=8x1 144Pin EDO	$70
16MB=16x1 144Pin EDO	$125
32MB=32x1 144Pin EDO	$230
Auto Adaptor 12V	$75
AC Adaptor	$80
NiMH 2nd Internal Battery	$85
Battery Charger	$95
Port Duplicator	$120
MPEG Option	$90

CHEM 9750 NoteBook Options	
EDO DIMM 16MB=8X2	$140
EDO DIMM 32MB=16X2	$280
EDO DIMM 64MB=32X2	$560
Auto Adaptor 12V	$70
AC Adaptor	$79
NiMH 2nd Battery	$115
Li-Ion 2nd Battery	$225
Battery Charger	$95
Port Duplicator	$150

MULTIMEDIA NOTEBOOKS

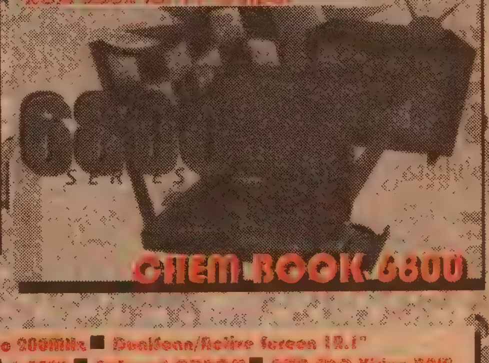
HEMBOOK 6800 ■ P5 CPU ■ Active 12.1" 6MB EDO 144Dimm ■ 256K L2 P.B. Cache .44FD ■ 8X CDROM ■ 2MB EDO Video TouchPad ■ 16Bit Stereo Sound ■ RCA Jack IS/IP ports ■ NiMH Batt ■ InfraRed port ...

ctive Matrix 12.1"	(810M/1.0GB/1.4GHD)
Pentium-100Mhz	$2583/$2610/$2664
Pentium-133Mhz	$2683/$2709/$2764
Pentium-166Mhz	$2863/$2889/$2944
Pentium-200Mhz	$3002/$3029/$3084

CHEM 6800 SPECIFICATIONS

- Intel Pentium 100/120/133/166/200MHz
- Pipelined Synchronous 256K Level-2 Cache
- 12.1" Active Matrix SVGA Screen
- 2MB EDO Video RAM on PCI v2.1 Bus
- Expandable EDO Memory up to 64MB
- 800x600x16M True Colors
- 64Bit PCI bus with graphics accelerators
- SystemSoft flash BIOS with Plug & Play
- Build-in 8X CD-ROM
- 16Bit Stereo sound System
- 3 x Type II or 1 x Type II+1 x Type III
  (Support Zoom Video Port)
- Modem Ring in wake up on Power Mgment
- Built-in 1MB Mask ROM hardware wavetable
- Removeable Floppy & hard drive
- Infra-red IrDA and FIR
- RCA jack for TV-Out
- Windows 95 Keyboard

FD replaceable w/2nd Battery
Upto 64MB EDO memory
Large 12.1" Active Color
Built-in 8x CD ROM
RCA Jack for TV Output



CHEM BOOK 6800

ge 13.3" Active Color
eo Capture Port Built-in
ium-Ion Long-Life Battery

FD replaceable w/2nd Battery
Upto 80MB Main Memory

CHEM BOOK 9750

CHEM 9750 SPECIFICATIONS

- Intel Pentium 120/133/150/166/200MHz/MMX
- 13.3" TFT XGA/12.1" TFT SVGA or Dual Scan
- 16MB Memory onbrd, expand upto 80MB
- 800x600x16M True Colors, 2MB Video RAM
- 64bit PCI bus graphics accelerator
- SystemSoft Flash BIOS with PnP
- 8Xl CD ROM, exchange w/FDD or Battery
- 16Bit Stereo Sound System
- Pipelined Synchronous 256K Level-2 Cache
- Infra-red IrDA and FIR
- Video Capture port
- Windows 95 Keyboard

CHEMBOOK 9750 ■ P5 CPU upto 200MHz ■ DualScan/Active Screen 12.1" ■ 16MB EDO onbrd ■ 256K PB L2 Cache ■ 1.44FD ■ 8xSpeed CDROM ■ 2MB EDO Video RAM ■ Li-Ion Battery ■ 16Bit Stereo Sound ■ Video Capture Port ■ IS/IP ports ■ InfraRed port ...

(810MB/1.0/1.4GB HD)	Dual Scan 12.1"	Active Matrix 12.1"
■ P5-100Mhz	$2064/$2091/$2145	$2664/$2691/$2745
■ P5-133Mhz	$2164/$2191/$2245	$2764/$2791/$2845
■ P5-166Mhz	$2343/$2370/$2425	$2943/$2970/$3025
■ P5-200Mhz	$2483/$2510/$2665	$3083/$3110/$3165

**Add $725 for upgrade from 12.1" to 13.3" Active Matrix. Add $120 for MMX.

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What is RAID?

RAID is an acronym for Redundant Array of Inexpensive (or Independent) Disks. A RAID array is a collection of drives which collectively act as a single storage system, which can tolerate the failure of a drive without losing data, and which can operate independently of each other. Among all RAID levels, RAID 5 is the most cost-effective way to protect your data. If the data in your file server is vital to your survival of your business, RAID-5 is the way to go!

RAID-5 Pentium Pro² Serve

IWILL P6NS2 Dual Pentium® Pro processor-based board w/Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Intel 440FX chipset, ZIP Socket 8, 150-233Mhz, 3 PCI+4 ISA slots, FP or EDO 72Pin SIMM & support upto 512MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP support 4 IDE HDs, PnP, 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included

Adaptec RAID 1130 daughterboard - upgrades IWILL P6NS2 to support hardware assisted RAID 0,1,0/1,5, complete Adaptec Viking Software for NT, Novell, Unix, 8MB cache memory installed for speedy performance

Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)

32MB=16MBx2 60ns 72Pin EDO SIMM RAM

1.44MB Floppy Drive

Mitsumi FX-810 EightSpeed IDE 1200KB/S CD-ROM

Four 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs

Trident 9680 PCI 1MB MPEG+AVI Video Card

14" ShamRock 1Kx768NI Pwr-Saving Monitor

- Premium ATX style Full Tower 235W ATX PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad

Legitimate MS Windows NT V4.0 5 user Server CD
+ Manual + installed + fully configured

	Single	Dual
180MHz 256k	$4134	$471
200MHz 256k	$4257	$495
200MHz 512k	$5148	$674

RAID-5 Pentium Server

- IWILL P55TU PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI), support MMX, 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Pipelined 512K Cache onbrd, Intel 430HX chipset, ZIP Socket 7, 75-200Mhz, 3 PCI+5 ISA slots, FP or EDO 72Pin SIMM & support upto 256MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP support 4 IDE HDs, PnP, 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included
- Adaptec RAID 1130 daughterboard - upgrades IWILL P55TU to support hardware assisted RAID 0,1,0/1,5, complete Adaptec Viking Software for NT,Novell, Unix, 8MB cache memory installed for speedy performance
- Genuine Intel Pentium®/Cyrix® 6x86 Processor w/ Alarm Cooling Fan
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- Mitsumi FX-810 EightSpeed IDE 1200KB/S CD-ROM
- Three 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14" ShamRock 1Kx768NI Pwr-Saving Monitor
- Server Class Super Case Dual Fan Full Tower 250W PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad

Legitimate MS Windows NT V4.0 5 user Server CD
+ Manual + installed + fully configured

Intel Pentium®

P5-100	$2916
P5-133	$3023
P5-166	$3216
P5-200	$3366

Cyrix® 686 CPU

P150+	$2959
P166+	$2995

RAID-5 AMI Quad P6

- AMI (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/PCI motherboard - U.S. designed & made 180/200MHz (or higher) 1/2/4 processors supported, easy processor upgrade thru CPU based board approach, 1GB memory max onboard with 168pin slots, 4 way interleave structure for max performance ECC supported, 168Pin DIMM supported, Intel 82450GX chipset, AMI Green Flash BIOS, 6 PCI + 4 EISA slots, integrated I/O w/ 1P/2S/FD/2 PCI IDEs/PS2 mouse
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 64MB=32MBx2 168Pin 4Mx72 EDO ECC w/Buffer DIMM
- 1.44MB Floppy Drive
- Mitsumi FX810 8XSpeed ATAPI IDE 1200KB/S CD-ROM
- Mylex DAC960PU RAID-5 Ultra-Wide SCSI-3 PCI Controller
- Five 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14" ShamRock 1Kx768NI Pwr-Saving Monitor
- Heavy-Duty Server Case supporting 11 drive bays, 26"x10"x25", removable front & side doors, Lockable front door for security, "snap-in" drive mounts, swing-out feet
- 450W PC Power & Cooling AT Size Power Supply special-designed for AMI Goliath
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad

Legitimate MS Windows NT V4.0 5 user Server CD
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40MB/S Ready!!!

Dual 200MHz 256/512k
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Quad 200MHz 256/512k
$13237/$16813

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NT ENHANCEMENTS

NT Guaranteed! All hardware listed below are guaranteed to be NT V3.51 compatible*. We will make it right or your money back!

- **Memory**
  - *8/16/32/64MB x32/x36 FastPage/EDO 72Pin Simm .... $Call*
  - *8/16/32/64MB x64/x72 Buffered/Unbuffered, EDO 168Pin DIMM .... $Call*
- **RAID 5 Fast Ultra Wide SCSI-2 Host Adapter .... $Call**
  (for RAID-5 implementation, an IDE HD as boot drive is recommended)
  - *DPT SmartCache IV SCSI Adapter & RAID Series/SmartRAID IV RAID Series*
  - *Mylex DAC960 Series Hi-Performance PCI RAID Controller with upto 3 UW SCSI channels supporting 45 HDs, upto 64MB Cache installable*
  - *AMI Complete MegaRAID Solution including: SCSI RAID level 0,1,3,5,10,30, and 50 PCI Disk Array Controllers/FlexRAID Advanced Management Software/Advanced Enclosure Management/ Boot-Up Configuration/Power Console/General Alert*
- **TapeDrive - HP DAT DDS/DDS-2 Drive (Sold & integrated with system only)**
  - *HP DAT C1534 DDS DAT Tape Drive (2GB on 90m Tape) $545*
  - *HP DAT C1536 DDS DAT Tape Drive w/DCLZ Hardware Compression (4GB on 90m Tape with compression) $627*
  - *HP DAT C1533A DDS-2 DAT Tape Drive w/DCLZ Hardware Compression (8GB on DDS-2 format with compression) $845*
  - *HP DAT C1553A DDS-2 Autoloader w/DCLZ Hardware Compression (48GB on DDS-2 format with compression) $1996*
- **High End Video Card - 3D Rendering/Graphic Animation/OpenGL**
  - *Fujitsu Sapphire 3D Designer: 2MB Disply VRAM/4MB Z-Buffr DRAM $895*
  - *Fujitsu Sapphire 2SX: 4MB Disply VRAM/4MB Z-Buffr DRAM $1425*
  - *Symmetric GLyder 16: 8MB Disply VRAM/8MB Z-Buffr DRAM $2475*
  - *Dynamic Pictures V192 Graphics Acceleration Module 16MB Display VRAM/8MB Z-Buffer DRAM $3645*
  - *Diamond FireGL: 8MB Display VRAM/8MB Z-Buffer DRAM $1895*
- **Server Chassis (T-101)/Disk Array Chassis (T-103): Dimension=13"x31"x22" w/Dual Redundancy & Hot Swappable Power Supplies .... $895/$895**
  - *T-101: 12 DriveBays/Upto 2 PowerSupply 2x300W*
    2x4.6" Smart Fans w/ Efficient Air Flow
    Full Size AT Motherboard FormFactor
  - *T-103: 16 DriveBays/Upto 2 PowerSupply 2x300W*
    2x4.6" Smart Fans w/ Efficient Air Flow
    Perfect RAID Disk-Array Sub-Chassis
- **CD-ROM Tower Subsystem Chassis**
  - *7 Plextor 8xi TXL-PX83CS w/250W PS $2316*
  - *7 Plextor 12xi PX-12TSI w/250W PS $2575*
  - *7 Toshiba 15xi XM-3801B w/250W PS $2155*

T-101

T-103

** Compatiblity with the latest NT 4.0 may not be guaranteed as most manufacturers are still working on the newest drivers for NT 4.0.*

Compatibility Guaranteed

Windows NT

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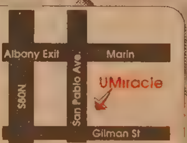

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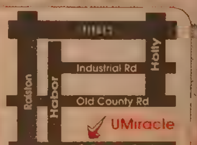

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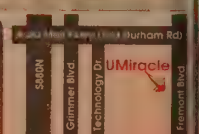
Fremont Main
Ph:510-226-3666
44063 Fremont Blvd



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REAL STUFF, REAL QUALITY, REAL PRICES

Motherboard without CPU (Call for CPU Prices)

486 ISA PCI 256K w/ E-IDE, FD, onbrd HiSpd I/O, 3 PCI+ 4 ISA slots, upto 128MB, support 72Pin FP/EDO SIMM, Award BIOS, PnP, 3.3V CPU Support	$90
Pentium® 75-200Mhz/Cyrix® 686-130+/150+/166+based motherboard - PCI Pipelined 256K cache w/430VX chpst, Socket 7 & VRM, 4 PCI+3 ISA slots, support upto 128MB, built-in PCI-IDE interfaces, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs,FD, Flash Award ROM w/NCR SCSI suppt, PnP	$105
ASUS P/I-P55TVP4 Pentium® processor-based board - 430VX PCISet, Pipelined 256K cache onbrd (upto 512K) , 75-200Mhz MMX CPU, 4 PCI+3 ISA+1 ASUS MediaBus slots, 32bit-FP/EDO + 36bit-Parity/ECC 72Pin+168Pin SIMM support upto 128MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, Flash Award BIOS w/NCR SCSI Suppt, Dallas Battery, PnP, COAST Socket, Baby AT form factor	$135
Intel Marl Advanced/ML Pentium® processor-based ATX Board - 256KB pipelined burst cache onbrd, Intel 430HX PCISet, built-in PCI-IDE interfaces, FD, 2 16550 UARTs, ECP/EPP, PS/2 mouse+Keybrd connectors, support 4 IDE HDs, Socket 7, 4 PCI+3 ISA slots, 32bit-FP/EDO + 36bit-Parity/ECC 72Pin SIMM support upto 128MB, 75Mhz & up MMX CPU support, PnP, ATX form factor	$130
Intel Tucson TC430HX Pentium® processor-based Board - Intel 430HX PCISet, Pipelined Burst 256K Cache onbrd, 75Mhz & up MMX CPU support, 4 PCI+3 ISA slots, FP or EDO 72Pin SIMM support upto 128MB, Socket 7, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, 4 IDE HDs support, PnP, Flash AMI ROM, APM Power Saving, Built-in Yamaha OPL3 FM Synthesizer stereo sound w/line-in/out, Joystick, WaveTable connector, ATX form factor	$180
Intel Venus Performance/VS Pentium® Pro processor based motherboard - 256K/512K cache on CPU, Intel 440FX chipset, 150/180/200Mhz and future CPU support, 3 ISA+4 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, PS/2 mouse + kybrd connectors, ZIF Socket 8, Flash AMI PnP BIOS, FP/ECC 72Pin SIMM support upto 256MB, ATX type	$260
Intel Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium® Pro 200Mhz CPUs, 64Bit-EDO/72Bit-ECC 168Pin DIMM upto 512MB, Integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated Ultra/Wide SCSI Adaptec® 7880 w/ onbrd+External mini-68Pin 16bit Wide Connectors, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit StereoSound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE interfaces,HiSpd I/O, FD, Dual ZIF Socket 8, Flash AMI PnP BIOS	$635
IWILL P55TV PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7860 (AHA-2940U Ultra SCSI) support MMX, Cyrix 686 CPU, 50Pin Fast SCSI-2 & Ultra SCSI (20MB/s Burst), Pipelined 512K Cache onbrd, Intel 430VX chipset, ZIP Socket 7, 75-200Mhz, 3 PCI+5 ISA slots, FP or EDO 72Pin SIMM & 168PIN DIMM (Synchronous DRAM) support upto 512MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, 50pin SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included.	$250
IWILL P55TU PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI), support MMX, 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Pipelined 512K Cache onbrd, Intel 430HX chipset, ZIP Socket 7, 75-200Mhz, 3 PCI+5 ISA slots; FP or EDO 72Pin SIMM & support upto 256MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included	$350
IWILL P6NS2 Dual Pentium® Pro processor-based board w/Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Intel 440FX chipset, ZIP Socket 8, 150-233Mhz, 3 PCI+4 ISA slots, FP or EDO 72Pin SIMM & support upto 512MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included	$620
Adaptec ARO1130 RAID-5 Option Card for IWILL P55TU or P6NS2 motherboard - easily turn IWILL's 2940UW SCSI embedded motherboards to support hardware assisted RAID 0/1,0,1,5 level, 1/4/16MB Cache upgradeable, complete Adaptec RAID Viking software drivers supporting NT 3.51, 4.0, UNIX, Novell 3.xx,4.xx	$425
TYAN TomCat III S1563D Dual Pentium® Processor based ISA-PCI motherboard - Intel 430HX Chipset, support Dual Pentium 75-200Mhz MMX Pentium/Cyrix CPUs, 5 ISA+4 PCI slots, onbrd PCI Bus Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket, Flash Award PnP BIOS, support FP/ECC 72Pin SIMM upto 512MB, Pipelined Burst 512K Cache built-in	$235
TYAN Titan Pro AT S1662 Dual Pentium® Pro 150-200MHz ISA-PCI motherboard - Intel Natoma 440FX Chipset, support Single/Dual 150/166/180/200Mhz CPUs, 3 ISA+5 PCI slots, onbrd PCI Bus Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, 2 VRM modules for future CPU (low voltage) support, Flash Award PnP BIOS, support FP/ECC 72Pin SIMM	$425
TYAN Titan Pro ATX S1668 Dual Pentium Pro 150-200MHz ISA-PCI motherbrd same as Titan Pro AT S1662 above except in ATX form factor	$435
AMI (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/PCI motherboard - U.S. designed and made 180/200MHz (or higher) 1/2/4 processors supported, easy upgrade thru CPU based board approach, 1GB memory max onboard with 168 pin slots, 4 way Interleave for max performance, ECC support, 168Pin DIMM support, 82450GX chipset, AMI Flash BIOS, 6 PCI + 4 EISA slots, integrated I/O w/ 1P/2S/FD/2 PCI IDEs/PS2 mouse, Full Size AT form factor	
Above w/ two 200MHz Pentium Pro 256K CPUs	$5880
Above w/ four 200MHz Pentium Pro 256K CPUs & 2nd CPU baseboard	$8325

CPU & Memory: (Prices Subject to Change without notice)

Intel Pentium® Pro processor 256K/512K 180/200Mhz	$Call
Pentium® P5-100/120/133/150/166/200MHz/MMX CPU	$Call
AMD® 486-100DX4/120DX4/5x86-133DX4	$Call
Cyrix®/IBM® 6x86-120+/150+/166+ CPU	$Call
256/512K Synchronous Pipelined Cache COAST module	$20/$35
1MB/4MB 30Pin SIMM RAM	$Call
72Pin SIMM - 32/36Bit-FP/EDO/Parity	$Call
16/32/64MB 168Pin DIMM (3.3V/5V, FP/EDO/SDRAM, Buffered/Unbuffered)	$Call

I/O Card/Controller Card:

VLB Enhanced IDE/FD 2S/1P/1G Controller Supporting 4 Mode 3 & 4 E-IDE devices	$25
Adaptec 1522 SCSI-2 Controller	$75
Adaptec 1542CP PnP Bus-mastering SCSI-2 Controller	$170
Adaptec 2940U Fast PCI Ultra SCSI-2 Controller	$190
Adaptec 2940UW PCI Ultra WIDE SCSI-2, 40MB/s, 15 devices support	$230
Western Digital PCI-SCSI Adapter - 7193RTL Fast SCSI, 10MB/s, upto 7 devices, PnP, CorelSCSI! Drivers	$89
External SCSI-2 50Pin Mini-68Pin Adapter for any onboard internal 50pin ribbon cable SCSI interface	$20
External Wide SCSI Mini-68Pin Adapter with 3-68pin-connector internal ribbon cable for any onboard internal 68pin Wide SCSI interface	$45
Fast Wide SCSI-2 internal Ribbon Cable, 68Pin, 2 / 3 connectors	$20/30
External SCSI Cables Centronic/Mini 50/68Pin	$Call
External SCSI Terminator SCSI-2/Mini 50/Mini 68Pin	$Call

Network Card:

Ethernet NE2000 ISA PnP/Softset 16Bit Combo	$25
Intel EtherExpress Pro 10/100 PCI ENET 32Bit 10-BT (PILA8465B)	$99
SMC Etherpower ENET PCI 10/100-BT+DB9 (9332BDT)	$130
3COM Etherlink III 3C509B Combo	$90
3COM Etherlink XL 3C900 Parallel-Tasking PCI Combo	$115
3COM Fast Etherlink XL 3C905-TX Parallel-Tasking 100BT PCI	$115

Video Card:

Trident 9680 Windows Accelerator PCI 1MB/2MB with MPEG and AVI Motion Video built-in	$35/50
Diamond Stealth 3D 2000XL PCI 2MB/4MB EDO-DRAM	$95/$125
Diamond Stealth 3D 3000XL PCI 2MB/4MB VRAM	$165/$265
Diamond Stealth64 Video 2000 Series PCI 64Bit 2MB EDO DRAM	$70
Motion Video Player 1100 Series MPEG Module for Stealth64 Video 2000	$105
Diamond DTV 1100 TV Tuner for Stealth64 Video 2000	$105
Diamond Stealth64 Video VRAM 3000 Series PCI 64Bit Graphic Engine S3-968 2MB/4MB VRAM Version	$135/205
2MB VRAM upgrade board for Stealth64 Video 3000	$80
ATI 3D Xpression+ PC2TV SGRAM 2MB/4MB	$159/$189
ATI 3D ProTurbo PC2TV SGRAM 4MB/8MB	$249/$345
Matrox MGA Millennium 2MB/4MB WRAM PCI	$195/$275
Memory module for Millennium 2MB/4MB/6MB	$95/$175/$245
Millennium Media TV Daugtherboard	$145
Millennium Media XL-MPEG Daugtherboard	$295
Matrox MGA Mystique 2MB/4MB SGRAM	$145/185
Number 9 Imagine 128 Series II 4MB VRAM PCI	$485
Number 9 Imagine 1 [illegible]	[illegible]

Monitor

14" ShamRock 1Kx768NIx0.28DP Digital Control Pwr-Saving Monitor	[illegible]
15" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor	$290
17" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor	$525
Hitachi NSA SuperScan Pro CM-500U-511 15" .28DP, 1280x1024	$315
Hitachi NSA SuperScan Pro CM-600U-511 17" .28DP, 1280x1024	$530
Hitachi NSA SuperScan Pro CM-2011MU-511 20" .28DP, 1600x1200x66Hz	$1135
Hitachi NSA SuperScan Pro CM-800U-511 21" .22DP, 1600x1200x75Hz	$1380
Hitachi NSA SuperScan Elite CM-611U-511 17" .22DP, 1600x1280x69Hz	$695
Hitachi NSA SuperScan Elite CM-2098MU-512 20" .28DP, 1600x1280	$1545
Hitachi NSA SuperScan Elite CM-802U 21" .22DP, 1600x1280	$1795
MAG Technitron Series Trinitron Tube, Digital Control, 0.25DP, 1280x1KNI, 3yr Manu. Warranty 15" DX15T/DX700T	$365/$695
IIYAMA VisionMaster-17 MF-8617E 17" .26DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@69Hz	$630
IIYAMA VisionMaster-Pro 17 MT-9017E 17" .25DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@72Hz, Trinitron Tube	$715
IIYAMA VisionMaster MF-8221E 21" .22x.16DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@76Hz	$1388
IIYAMA VisionMaster MT-9021E 21" .30x.00DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@76Hz, Trinitron Tube	$1455
Sony 15" 100SX/100SF	$385/$455
Sony 17" 200SX/200SF/17SE2	$665/$745/$955
Sony 20" 300SFT/20SEII	$1605/$1850
Eizo(Nanao) T-series:T2-17TS/T2-20	$890/$1729
Eizo(Nanao) F-series: FX-C6/ F2-21/ FX2-21	$835/$1785/$2850
Eizo 17" FlexScan TX-C7S	$1005
Viewsonic E641/E655/15GA/15GS/17EA/17GA/17GS/17PS/PT770/PT775/GT770/G800/G810/GT800/29GA/P810/P815/PT810	$Call
Mitsubishi, NEC, ADI, Nokia	$Call

Modem:

Modem Zoltrix 33.6K Fax+Data w/ VoiceMail Int.16550 UART	$85
Cardinal 33.6K Fax Internal w/FlashROM (MVPV34ILC)	$115
Cardinal 33.6K Voicemail Fax Internal w/FlashROM (MVPV34ISP)	$145
USR Sportster 33.6K (56K x2 ready) Faxmodem Internal/External	$140/160
USR Sportster 33.6K (56K x2 ready) Voice Faxmodem w/Voice Int./Ext	$160/$185

Floppy Drive/Tape Backup:

Mitsumi/Sony/NEC 1.44M 3.5"	$24
Teac 1.2M 5.25"/1.44M 3.5"/Dual 1.2M+1.44M Combo	$45/27/$99
Colorado 800MB T-1000 off floppy Travan w/Win95 Sftwre,w/tape	$128
Colorado 3.2GB T-3000 off floppy Travan w/Win95 Sftwre, w/tape	$179
Colorado T4000S 8GB, 62MB/min, SCSI-2, Travan TR-4, internal, w/tape	$359
Tape Cartridges for Tape Backup	$Call
Iomega ZIP Drive 100MB w/disk SCSI-Internal/External	$185/$191
Iomega ZIP Drive Disks single/three/ten pack	$18/$45/$130
Iomega Jaz Drive 1GB w/disk SCSI-Internal/External	$365/$475
Iomega Jaz Drive Disks single/five pack	$115/$460
Iomega Ditto Easy TapeBackup 800 Insider 800MB Tavan QIC	$110
Iomega Ditto Easy TapeBackup 800 Parallel External 800MB Tavan QIC	$149
Iomega Ditto TapeBackup 2GB Insider Tavan TR-1,2,3	$155
Iomega Ditto TapeBackup 2GB Parallel External TR-1,2,3	$205
Iomega Ditto TapeBackup 3200 Insider 3.2GB Tavan QIC	$220
Iomega Ditto TapeBackup 3200 Parallel External 3.2GB Tavan QIC	$275
Iomega Ditto Tape Cartridge TR-1/TR-3/TR-4	$32/$35/$45

KeyBoard/Mice/Software/Chassis/PowerSupply/Misc:

Mitsumi 104 Enhanced Win95 Keyboard	$12
KeyTronic 104 Enhanced Win95 Key U.S. Made	$21
Focus 2001 104 Win95 Key Enhanced Click w/Cover	$33
Focus 6002 104 Win95 Key Enhanced w/ wristrest	$27
Focus 7200 104 Win95 Key Enhanced w/ wristrest + Trackball	$55
Natural Keyboard SK-6000 Win95 Key Enhanced	$38
Natural Keyboard SK-6000 Win95 Key Enhanced w/Touch Pad	$55
MicroSoft Natural Keyboard Win95 Key	$75
Mitsumi MS compatible 2-Button Mouse Serial/PS2	$9/$14
MicroSoft Ergonomic Serial/PS 2 type	$30
Logitech Mouseman Serial/PS 2 type/Cordless	$35/$45/$85
Logitech Trackman Vista/Marble	$49/$85
MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System Purchase)	$45/55/75
MS Windows 95 Full CD OEM version	$90
MS Office Pro for Windows 95 CD OEM version	$215
MS Windows NT V4.0 Workstation/Server w/ 5 user license OEM	$159/$599
Premium Case w/230W Mini/Desktop/Med	$45/55/70
Premium Case w/250W Full Size Tower	$95
ATX Style Medium/Full Tower Case w/ ATX type 235W P/S	$110/$135
Server Class Super Case w/250W PS w/ detachable front panel, Dual side door, solid construction, slide-in Drive Bay, Dual fans, lots of bays, Fits Full/Baby AT Size board, Medium/Full Tower	$115/$150
Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height	$60/$90
Deluxe External SCSI Case w/68Pin Wide/Ultra Wide SCSI Connector + P/S + Fan 3.5" Half Height with 68Pin External Cable and Terminator	$160
Power Supply PS-2 Type 230W/250W/300W	$28/$35/$85
486/P5/P6 CPU Cooling Fan w/heat sink	$8/$12/$25
Chassis Second Cooling Fan 3" or 3.5"	$15
Printer Cable 6"/10"/15"/25"	$5/7/10/16
PS/2 mouse port connector for motherboard PS/2 mouse port	[illegible]

CD-ROM Drive:

Toshiba XM-5702 12X Speed Internal ATAPI IDE CD ROM	[illegible]
Toshiba XM-5701 12X Speed Internal SCSI CD ROM	[illegible]
Toshiba XM-3801B 15X Speed Internal SCSI CD ROM	[illegible]
Mitsumi FX810 8X Speed Internal ATAPI IDE CD-ROM	[illegible]
Mitsumi FX12X 12X Speed Internal ATAPI IDE CD-ROM	[illegible]
Teac 56S 6Xi SixSpeed SCSI 900KB/Sec, Internal	[illegible]
Plextor 8-Plex 8XSpeed PX83CS internal/85CS external, 1200Kb/sec, Fast SCSI, 95ms seek, 256K Buffer, SCAM, w/Caddy, 2-yr warranty	$288/378
Plextor 12-Plex 12XSpeed, 1800Kb/sec, Fast SCSI, 105ms seek, 512K Buffer, SCAM, w/Tray, 2-yr warranty, PX-12TSI internal/12TSE external	$325/41[illegible]
Philips CDD2100 SCSI-2 CD-ROM Writer 1MB Cache, 2X record and up to 4X read, w/SCSI Controller, Corel CD Creator, 2 blank CDs Bare Drive/Internal/External	$475/$577/$672
Philips CDD2600 SCSI-2 CD-ROM Writer 1MB Cache, 2X record and up to 6X read, w/SCSI Controller, Corel CD Creator, 2 blank CDs Internal/External	$662/$770
Yamaha SCSI-2 CD-ROM Writer CDR-100PC 512KB Cache, up to 4X record & read, Internal retail version w/ Controller + Software	$995
Yamaha SCSI-2 CD-ROM Writer CDR-100PC 512KB Cache, up to 4X record & read, Internal bare version	$755

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Yamaha, Altec, Lansing Speakers	$Call
60W/80W/120W Hi-Fi Ampilfied Stereo Speakers	$25/45/65
Sound Blaster Compatible 16Bit ESS stereo sound card w/PnP, IDE port	$45
Sound Blaster 16 Stereo PnP w/IDE Interface	$90
Sound Blaster 32 PnP w/IDE interface Retail	$149
Sound Blaster AWE64 PnP w/ IDE interface Retail	$185
MS CD MS Homes I titles - Encarta 96, Works/Money, Bob, Scenes Personal Collection, 55+ Title CD Samplers	$75
MS CD MS Homes II titles - Encarta 96, Works/Money, Golf 2.0, Creative Writer, Magic School Bus, 55+ Title CD Samplers	$95
CD Children Education Pack titles - Rainbow Children Park, Animation Tour, Kid's Farm, I Can Spell, Puzzle Puzzle	$45
Audio Cable - CD-ROM to Sound Card	$3

Hard Disk

Western Digital - Caviar

1.2GB IDE WDAC31200 - Enhanced IDE Mode-4 128KB 5200RPM	$189
1.6GB IDE WDAC31600 - Enhanced IDE Mode-4 128KB 5200RPM	$205
2.1GB IDE WDAC32100 - Enhanced IDE Mode-4 128KB 5200RPM	$225
2.5GB IDE WDAC32500 - Enhanced IDE Mode-4 128KB 5200RPM	$255
3.1GB IDE WDAC33100 - Enhanced IDE Mode-4 128KB 5200RPM	$290
4.0GB IDE WDAC34000 - Enhanced IDE Mode-4 256KB 5200RPM	$Call

IBM

2.16GB Ultrastar-ES DORS32160U 8.5ms, 5400RPM, 512K, Ultra SCSI-2	$385
2.16GB Ultrastar-ES DORS32160UW 8.5ms, 5400RPM, 512K, Ultra-Wide SCSI-2	$395

Quantum

2.1GB FireBall TM2110A EIDE Mode-4 10ms, 5400RPM	$249
3.2GB FireBall TM3200A EIDE Mode-4 10ms, 5400RPM	$285
3.8GB FireBall TM3840A EIDE Mode-4 10ms, 5400RPM	$370
2.1GB FireBall TM2110N Ultra SCSI-2 10ms, 5400RPM	$330
3.2GB FireBall TM3200N Ultra SCSI-2 10ms, 5400RPM	$369
4.3GB Atlas II XP34550N Ultra SCSI-2, 8ms, 7200RPM	$995
4.3GB Atlas II XP34550W Ultra Wide SCSI-2, 8ms, 7200RPM	$1015

Seagate

2.1GB Hawk2XL ST32155N Ultra SCSI-2 50pin 5540RPM, 256K	$460
2.1GB Hawk2XL ST32155W Ultra Wide SCSI-2 68pin 5540RPM, 512K	$525
4.35GB Barracuda 4LP ST34371N Ultra SCSI-2 50pin 7200RPM, 512K	$1050
4.35GB Barracuda 4LP ST34371W Ultra Wide SCSI-2 68pin 7200RPM, 512K	$1225

MicroPolis

4.5GB TomaHawk 4LP 4345NS Ultra SCSI-2 50pin 7200RPM, 8ms, 512K	$1045
4.5GB TomaHawk 4LP 4345WS Ultra Wide SCSI-2 68pin, 7200RPM, 8ms, 512K	$1095
8.7GB TomaHawk 9 3387NS Ultra SCSI-2 50pin, 7200RPM, 8ms, 512K	$1669
8.7GB TomaHawk 9 3387WS Ultra Wide SCSI-2 68pin, 7200RPM, 8ms, 512K	$1715
9.1GB TomaHawk 9 3391NS Ultra SCSI-2 50pin, 7200RPM, 8ms, 512K	$1870
9.1GB TomaHawk 9 3391WS Ultra Wide SCSI-2 68pin, 7200RPM, 8ms, 512K	$1895

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MEMORY SIMMS 16MB 72 pin 60ns EDO............**$68** (Limit 4 Per Customer)

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- Pentium® Processor-Based System or Cyrix 6x86 System
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- Zif Socket (Zero Insertion Force)
- 256K Cache Installed
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- Mitsumi 104 Keys Enhanced Keyboard
- Ultra Mini Tower Case w/230W Power Supply

* Multimedia Kit:YAMAHA 16SC+ 8x CD+4W 6ks+Mouse..$168
* MS Dos 6.22 & Windows 3.11 W/ MAnual & Disks Add.......$88
* Windows 95 w/ CD & Manual Add $89
* Windpws NT 4.0 WS w/ CD & Manual Add.........................$168

Cyrix 6x86 P166 +	$ 858
Cyrix 6x86 P150 +	$ 828
Intel Processor® MMX200MHz	$1298
Intel Processor® Chip 200MHz	$1178
Intel Processor® Chip 166MHz	$ 1038
Intel Processor® Chip 150MHz	$ 918
Intel Processor® Chip 120MHz	$ 798
Intel Processor® Chip 100MHz	$ 778

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- Pentium® Processor-Based System or Cyrix 6x86
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- 512K Pipeline Burst Cache
- **16MB EDO RAM High Speed 60ns**
- Teac 1.44MB 3.5" Drive
- **FUJITSU FAST 2.5GB 10ms ENHANCED IDE Hard Drive**
- Diamond Stealth 64 2MB DRAM PCI Video Card
- On Board PCI Bus Master IDE and Super I/O
- **AWARD WINNING PRINCETON E070 17" .28 PNP ON SCREEN PROGRAMMING Digital Flat Screen monitor**
- Mitsumi WIN '95 104 Keys Enhanced Keyboard
- Enhanced Medium Tower Case w/230W PS

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Cyrix 6x86 P200+	$1728
Cyrix 6x86 P166+	$1578
Intel processor® MMX 200MHz	$1998
Intel processor® chip 200MHz	$1878
Intel processor® chip 166MHz	$1738
Intel processor® chip 150MHz	$1578
Intel processor® chip 120MHz	$1468

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ACTION-POWER

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- **256K** Pipeline Burst Cache Installed
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- Teac 1.44MB 3.5" Drive
- **FUJITSU FAST 1.7GB ENHANCED IDE 11ms Hard Drive**
- **Diamond Stealth 64 PCI w/2MB DRAM Screaming 64 Bit Graphics Accelerator,16 Million True Colors Video Card**
- On Board PCI Bus Master IDE and Super Multi I/O 2-Hi Speed Serials & 1 Parallel Ports
- AWARD WINNING SMILE 15" Non-Interlaced .28 (1280x1024) DigitalControl & EPA "Energy Star" Monitor
- Mitsumi WIN '95 104 Keys Enhanced Keyboard
- New Deluxe ATX Format Medium Tower Case w/230W PS

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* YAMAHA OPL3-SA FM Software Wavetable Synthesizer Sound Card
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* SUPER 180 AMPLIFIED MULTIMEDIA SPEAKERS
* Free Compton's Multimedia Encyclopedia CD Title
* Free Logitech Mouseman Serial Mouse
* Free new Windows '95 W/manual & CD

Intel processor® chip 200MHz	$1648
Intel processor® chip 166MHz	$1488
Intel processor® chip 150MHz	$1348
Intel processor® chip 120MHz	$1228

INFINITY-2000™

MEDIA-VIPER

- Genuine Intel® performance / MARL Systemboard
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- **256K Pipline Burst Cache Installed**
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- Teac 1.44MB 3.5" Drive
- **Fujitsu Fast 2.5GB ENHANCED IDE 10MS Hard Drive**
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- On Board PCI Bus Master IDE and Super Multi I/O 2-Hi Speed Serials & 1 Parallel Ports
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- Mitsumi WIN '95 104 Keys Enhanced Keyboard
- New Deluxe ATX Format Medium Tower Case w/250W PS

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Strike UP The NeXT Tune

A Report From The San Francisco MacWorld Expo

In the waning daze of 1996, Apple put together a deal for its future operating system—perhaps its entire future—with NeXT Software, Inc.

Forgoing last-minute holiday shopping excursions, BMUGers around the globe huddled around their monitors for the latest news off the Net out of Cupertino.

This month I'll give a run down of Apple's plans for the new operating system, which were detailed on the first day of the MacWorld Expo in San Francisco (and past my deadline). Next month, we'll take a look at some of the great products unveiled at the show.

NeXT-generation Teamwork

During the last half of 1996, the rumors about Apple's search for a new operating system kept gaining strength. The company put the kibosh on the Copland OS last summer and was on the lookout for a replacement for System 7.x.

The future OS would provide the many "multi" features of a modern operating system, including multitasking, the ability to do many things at once; multithreading, the easy way to do those many tasks; and symmetrical multiprocessing, the use of many processors at once to divide up tasks automatically. Some of these capabilities are typically found in workstations—and Windows NT.

Apple reportedly had a handful of choices: Windows NT (hello!), Sun Solaris, a Java-based OS, NeXT OpenStep, and BeOS.

Be was the front-runner for months, with an OS that will run on PowerPC-based Mac hardware with PCI bus architecture. Clone vendor Power Computing Corp. last November inked a deal with Be to ship the OS with its machines later this year.

At the last moment, Apple picked dark horse NeXT, and paid about $400 million for the whole company. The big guy at NeXT is a familiar face to BMUGers—Steve Jobs, the father of Apple and the Macintosh.

The deal was greeted with confusion and more than a dash of anxiety by some BMUGers at meetings and on our Planet bulletin board service. After all the fuss over BeOS, they worried if the new operating system would run on their Macs and if it was a good choice.

Even more important was the perceived abandonment of the things that make the Mac the Mac. "If I had wanted a NeXT, I'd be looking at a NeXT, instead of a Mac," said one longtime member after the deal was announced.

BMUGers paced the floor and counted the hours until the Expo hoping that Apple would cough up some answers.

Keeping On Track

And answers came aplenty in CEO Gilbert Amelio's seemingly endless keynote address and afterwards in a series of long briefings by corporate executives. Other than the wish for a pillow, I had few complaints of the lengthy meetings. After years of BMUG meetings, I'm used to sitting through demo after demo, ad infinitum. Sit and ye shall receive.

Apple said it will take a two-track approach for its operating systems: The first will be at least a couple of years more of System 7 versions, and the second will be Rhapsody, the NeXT-based OS.

Rhapsody also has twin sides. It will offer all of its modern services to new applications written to run in its NeXT-based "Yellow Box" architecture. In addition, the operating system will run current System 7.x applications in a "Blue Box." Years ago, Blue was the code-name for System 7.

According to Apple, the Blue Box will not be an emulator, like SoftWindows by Insignia Solutions Inc., or the low-level 680x0 emulator used inside System 7 for non-PowerPC-native code. This scheme might slow down operations. Rather, Rhapsody will integrate a native version of the standalone System 7.

"The Blue Box will run all of our legacy applications at equal-to or better-than performance than they do today," said Amelio.

In addition, Rhapsody will feature a new user interface that will combine elements from both NeXT and Macintosh parents.

> *"We're going to PRESERVE your investment. It will be a little reminiscent of PowerPC and 680x0; I think Apple did that last transition quite well. It can be done, and we're going to do it again."* —Gil Amelio

Apple also provided some details of its next three System 7.x updates. They all have musical code names.

In July, will come Tempo; followed by Allegro, in January 1998; and Sonata, which is slated for release in mid-1998. The first version of Rhapsody is due in January 1998 and will offer limited compatibility with System 7.x programs; Apple expects improved compatibility in a version set for the middle of 1998.

Apple said Tempo will include Cyberdog 2.0, a Java runtime virtual machine, and the company's personal Web server. It will also integrate several Copland technologies such as a multithreaded Finder and some neat user interface features. However, the Appearance Manager, which would have allowed users to easily customize the look-and-feel of their desktops, will not make the scene.

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The features found in any current standalone version of the System 7.x OS will lead the integrated Blue Box software, Apple said. For example, the Blue Box version in mid-1998 will have Allegro features, rather than the set from the concurrent Sonata.

"We're going to preserve your investment," Amelio told users during his keynote speech. "It will be a little reminiscent of PowerPC and 680x0; I think Apple did that last transition quite well. It can be done, and we're going to do it again."

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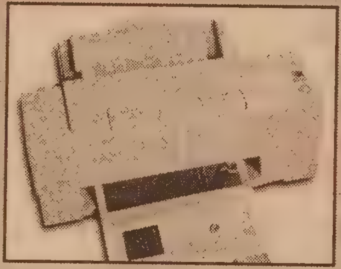

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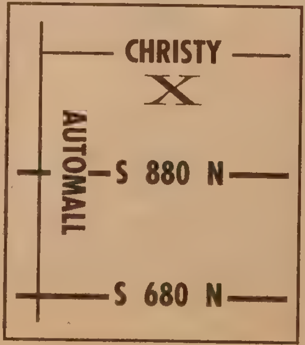
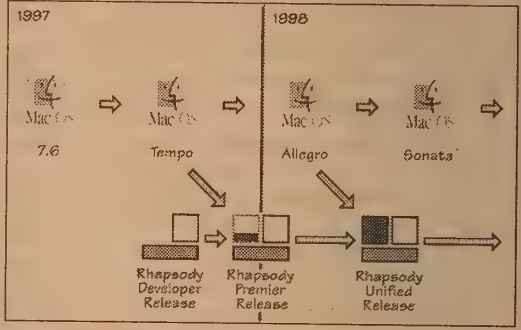


Announcements and white papers on the strategy can be found at *http://www.next.com* .

All of this music sounds in the groove! BMUGers can't wait to start playing the tunes.

Keynote Quibbles

Everybody under the sun seemed to have a bone to pick with Gilbert Amelio's keynote address. It was too long (2.5 hours) and rambled (rumor mongers said the slides were mixed-up and Steve Jobs was late so Amelio had to ad lib). Perhaps the critics were due for another hit of coffee in the early afternoon.



Here's an illustration of Apple's two-track operating system strategy from their Website. If only the execution of the plan was as easy as building the slide.

The crowd went crazy as Jobs poked his head on stage. He has both charisma to burn and the mantle of Apple authenticity—even though he's been out of touch with anything and everything for more than a decade. He's now the symbol of Apple vision, not the shaper. Still, this is not necessarily a bad situation.

Unlike Microsoft, which has immediate and ever-present touch with its founding vision (for good and for ill), Apple founders long ago stepped, or were pushed, into the background. Even a flavor of the real thing may be welcome.

However, some keynote observers were baffled by the appearance and introduction of honored guest Muhammad Ali, who capped the host of luminaries, including Sinbad, Peter Gabriel and Gregory Hines.

Apple tried to make a connection between the Macintosh and creativity. Many people know that musician Peter Gabriel is a longtime Mac user. Film star Sinbad is a power user and member of the Los Angeles Mac Users Group.

However, Ali does not fit into the Mac-picture for the attendees. Many of them asked me, "What's *he* doing here?"

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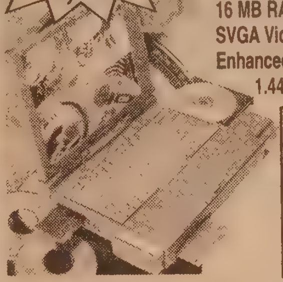

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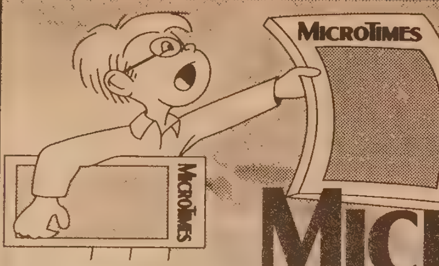

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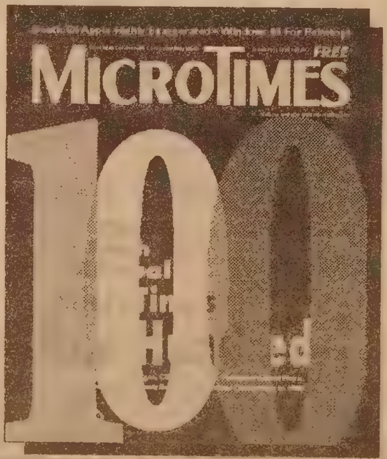

almost any large gathering. But more importantly, they also ignore Ali as a symbol of the comeback and overcoming great odds.

From a modest background, Ali won the Olympics and became heavyweight champ after a jail term during his prime years. He was counted out many times, but with energy, purpose and great will, kept on coming and triumphed.

Even though he's now ill, he's not hiding his face. His wave to the Expo crowd should have been seen as a call to action for Apple and Mac faithful, an example and even a blessing.

And it was great to see him in person. It's hard to tell I'm a fan, huh?

Future Mac-directions

Last month we had a slew of prognostications for this year by BMUG techno-mavens. Of course, some of the predictions from that time—done in the middle of December—were soured by the NeXT deal. Tough luck. Like most of the industry, they picked Be to be the player with the inside track. Not.

Here are this month's wave of the predictions:

- **Bernard Aboba, Microsoft Windows networking guy, author of the *Online User's Encyclopedia* and former BMUG Board member:**

1997 will be known as the year that the Web became more of a broadcast medium. We'll have a significant move toward "push technologies," which are mechanisms that let Web sites send you information, that you probably won't want. For example, your mother- in-law's Web site might "push" information on you relating to vitamins or cholesterol, or how to bring up your children. Perhaps it's time to get an unlisted email address?

The book *Startup* will be made into a movie, featuring Tom Cruise and Madonna in the leading roles. The movie will be hit, generating more revenue than the original companies did.

> The crowd went CRAZY as Jobs poked his head on stage.... He's now the SYMBOL of Apple vision, not the shaper. Still, this is **NOT** necessarily a bad situation.

A new generation of Internet IPOs will hit the streets, touting the value of their "movie rights," should the technological or market concept underlying their business plans not pan out.

Spam. For years I've been predicting the rise of junk email and spamming of Usenet, but 1997 will be the year it really gets out of control. Bill Clinton and Newt Gringrich, outraged by the huge volumes of "Making Money Fast," weight loss, and porn email, will jointly sponsor anti-spamming legislation, which will pass. Unfortunately, after the fact, the legislators will notice that the bill inadvertently outlaws email altogether.

Apple's NeXT deal will bring a rush on NeXTstep development books, many of which had been gathering dust for years on the back shelves in discount bookstores. People will also start digging out old

continued on page 138

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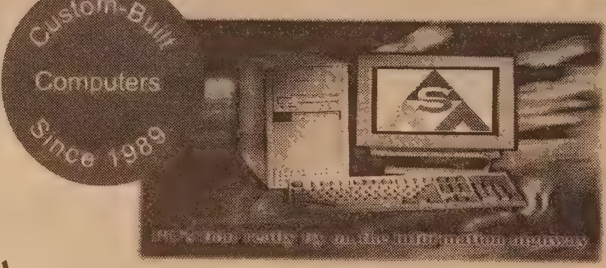

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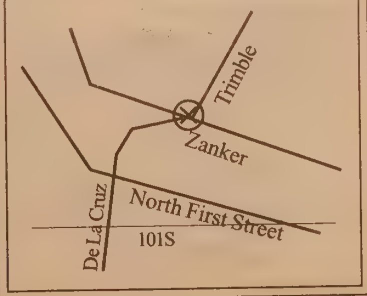

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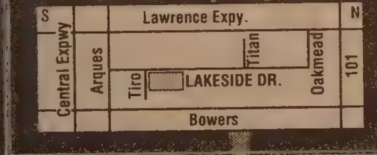

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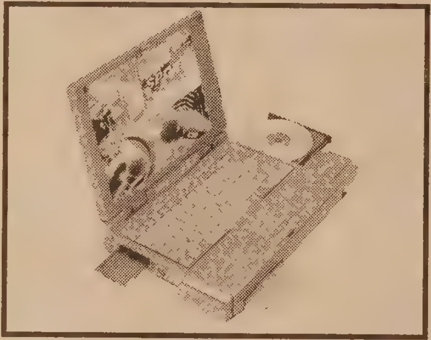

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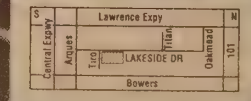

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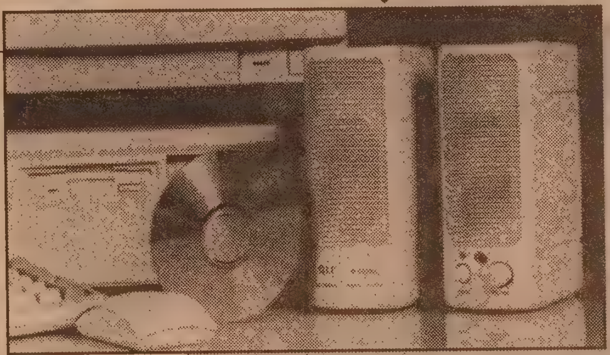

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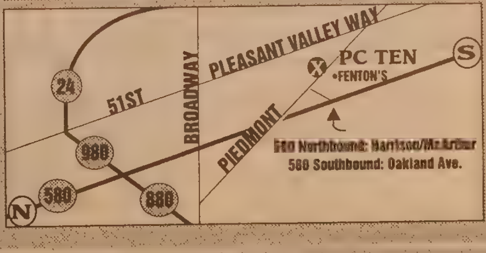

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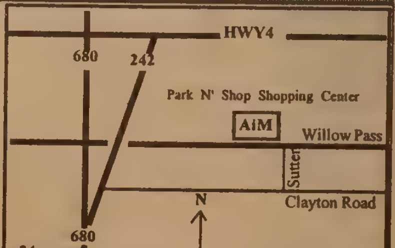

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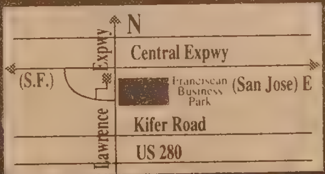

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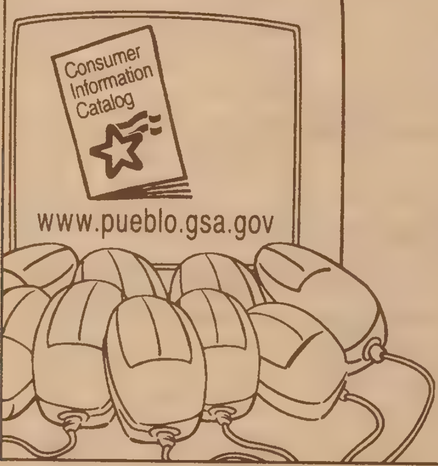

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BMUG *continued from page 126*

NeXT machines and software that had been buried in the closet.

These boxes will be affectionately renamed "The Apple IV." Apple will ship MacStep in time for the next Macworld Expo, but the first version will only have limited compatibility with current MacOS applications. As a result, even though software developers, such as Adobe, will sign up to create applications for it, the new operating system will only sell in volume to enterprise customers, and people looking to set up Web sites.

> *1997 will be known as the year that the Web became more of a broadcast medium. We'll have a significant move toward "push technologies," which are mechanisms that let Web sites send you information, that you probably won't want.*
>
> *—Bernard Aboda*

Apple will embrace Java in a big way. They will position MacStep as the premiere Web development environment, buttressing their case with a version of Internet Foundation Classes optimized for MacStep.

Claris will be reoriented toward producing applications for MacStep and Java, including applications for the Newton, which will also get a Java jolt. Apple will also go after Sun's Netra line with their own Web server offering, and within a year it will surpass the Netra in sales.

- **Scott Beamer, consultant, BMUG business maven, and former Board member:**

1997 will be a year of confusion for Mac users. Many zealous Mac owners just now recovering enough nerve not to make a transition to Windows, may backslide (or at least drive to the headache clinic) when they hear Apple may be abandoning the Mac OS.

And how can we trust Apple? In rapid succession, Apple announced they may ship a server with Windows NT on it, and then they trash their next major announced system upgrade. Headlines in the press speculate that Apple will buy Be Inc.'s BeOS and use it as the Mac's next operating system. Don't forget that the major Mac clone maker, Power Computing, will be shipping two operating systems on their units, the Mac OS and BeOS.

The hipper Mac users are trying to schedule OpenDoc, Java, and Cyberdog into their software arsenals. Oh, and is Firewall (I mean 1394, or FireWire) ready for prime time, this year?

The decisions are tough. Those users who tried to put a new box for their family under the tree may have walked out of the store empty-handed and boggle-eyed, unsure whether to buy a Macintosh, Mac clone, Pippin, eMate 300 (Newton on steroids), or Network Computer.

It seems the technology is a rich mix as the new year begins, but will we have some straightforward solutions before the year ends? Truth will be stranger than fiction this year.

Perhaps I'll stay in bed and pull the covers over my head. Wake me up next January 1! ■

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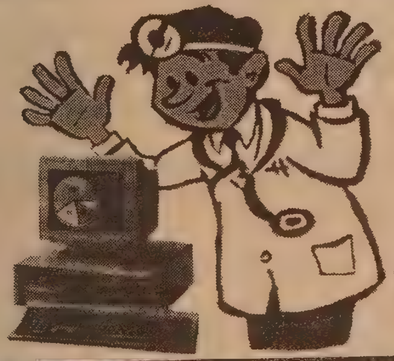

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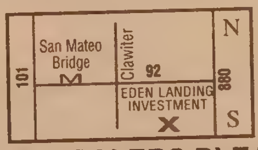

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ASANTE 8-Port w/AUI&BNC/12-Ports	133/249
24-Port w/AUI	399
BAY NETWORKS 800 8-pt /2800A 16-pt	195/572
HP AdvanceStack 8-port/16-port	279/542
3COM SuperStack II PortSwitch Hub 12 pt/24-pt	995/1,457
SuperStack II Hub 10 12-pt/24-pt/48-pt	533/859/2,196
SuperStack II 10 Mgmt Module/Redundant PS	466/1,032
Office Connect 8-pt Hub TPO/TPC/TPM	124/159/445
Office Connect Print Server (2P)/Fax Server (1L)	377
Office Connect Fax Server(1L)	1,277
BAY NETWORKS CG1001E01 BayStack 12-pt	595
CG1001E02 BayStack 24-pt	1,002
HEWLETT PACKARD AdvanceStack 12-pt	526
AdvanceStack 24-port/48-port	940/1,867
AdvanceStack SNMP module	462
AdvanceStack w/SNMP 12-pt/24-pt/48-pt	971/1,446/2,279
COMPAQ 8-Port Snappable	650
16-Port Snappable Hub/48-pt Snappable Hub	930/2,603
16-Port SnapView Bundle (1 Hub/HubView Sw)	1,296

Ethernet Switches

3COM SuperStack II Switch 1000 12 10BT,1 100BTX	2,244
SuperStack II Switch 1000 24 10BT, 1 100BTX	2,847
SuperStack II Switch 3000 12-pt 100BTX	6,311
SuperStack II Switch 3000 8-pt 100BTX	4,276
SuperStack II Switch 3000 5-pt 100BFX	6,002
ASANTE ReadySwitch 4 RJ45, 1 Fast Ethernet	1,286
BAY NETWORKS 28115R 16-Pt 10/100 Switch	8,154
BayStack 301 22 10BT, 2 100BT	3,283
CISCO EtherSwitch 1200 25 10BT, 2 100BT	3,645
DIGI RightSwitch PCI 6 Port/EISA 4 Port	1,579/1,343
EAGLE 4 Switched 10BaseT by 4 Shared100BaseT	2,691
4 Switched 10BaseT by 1 100BaseT	2,150
INTEL Express Switching Hub 100BT 5-pt	3,515
ES101TX 8 PORT 10/100 Switch	3,476
ES101MATX 2 PORT 10/100 TX module	1,439
NPI Nuswitch FE101 1-100TX, 1-10BT Switch	380
FE-210 2-100TX, 10-10BT	2,225
FE-105 1-100TX, 5-10BT	761
FE-506 5-100TX, 6-10BT	3,756
FE-512 5-100TX, 12-10BT	4,589
FE-224C 2-100TX, 24-10BT	1,781
FE-600 6-100TX, Full Duplex	1,523
SMC EZ Switch 6-pt 2-100BT, 4-10BT	1,626
TigerSwitch XFE, 16-10BT, 1-100BT	2,716
USR Total Switch 4 Slot Base System	659
Total Switch 8-pt 10BaseTmodule	904
Total Switch 2-pt 100BaseTX module	1,438
Total Switch 2-pt 100BaseFX module	1 887

Network Management

3COM Transcend Workgroup Mgr for Windows	461
Transcend Enterprise Mgr for Windows	2,338
INTEL LanDesk Mgmt Suite 5/10/100 users	522/696/4,240
LanDesk Server Manager Pro	1,232
LanDesk SNMP Gateway/Response	552/692
NOVELL Lanalyzer for Windows	1,147
NetWare LANalyzer Agent v1.0 Single/Multi	1,170/1,938

Long Distance Repeaters

ASANTE 6-port BNC Repeater	328
TUT Systems XL1501 (1BNC/1RJ11) 1500'	991
XL1502 /XL1503	1,416/1,057
XL1504/XL600 (1 Pair)	2,752/499

Tape Backup Solutions

CHEYENNE ARCserve v6.0 NLM 10 Users	271
ARCserve v6.0 WRKGRP-Up to 25/Over 25	400/1,156
Changer Option for ARCserve/Push Agent	423/268
Windows NT Agent for ARCserve	330
NetWare Server Suite	632
Open File Agent for NetWare	500
CONNER MS8000 8GB w/BE Netware Int/Ext	707/844
SEAGATE Backup Exec 1 Server 25 Users	354
Backup Exec Single Server/NetWare Ent NLM	497/1,007
Backup Exec Autoloader Option	432
Backup Director NLM 1 SVR/Multi-Server	727/1,164
Storage Manager Single Server 25 Users	733
Storage Manager Single Server/Multi-Server	1,435/2,538
STAC Replica for NetWare/Multi-Server Option	713/434
EXABYTE 8205XL 8mm 3.5-7GB Drive Int/Ext	1,419/1,692
EXB-8700 8mm 7-14GB w/Arcada Backup for DOS and choice of NLM or NT software	1,585
HP C1536 DDS 4mm 2-4GB DAT Int/Ext	719/869
C1533 DDS2 4mm 4-8GB DAT Int/Ext	922/1,072
C1553 24-48GB Autoloader Int/Ext	2,316/2,616
SONY SDT-5000 4-8GB DDS-2 SCSI Int/Ext	949/1,150

DSU/CSU

MOTOROLA DDS/MR64 V.35 or RS232	463
Switched 56 II v.35	636
FT100S V.35 or RS232	985

Remote Access

ARTISOFT InSync Modemshare 1/2/4/8Pt.	129/187/348/592
DIGI LANAserver 2E 2 Async/4E Async	1,290/1,907
LANAserver 6E 4 PCMCIA slots; 2 Async	2,152
LANAserver 8E 8 Async	2,588
LANAserver 10E 8 PCMCIA slots; 2 Async	2,896
EMULEX Connect Plus 2 ports/8 Ports	784/2,417
NOVELL NetWare Connect 2/8/32 pts	313/1,167/3,405
NetWare Connect 2-port w/Modem and Serial I/O	873
NetWare Connect 8-port w/Modem and Serial I/O	3,132
HEWLETT PACKARD AdvanceStack Dial-A-LAN Modules	
2A/Plus Module and SNMP Bundle J2633A	1,476
4A Module and SNMP Bundle J2634A	1,476
SHIVA Netmodem/E 28.8	889
Lanrover/E Plus w/2 Async ports/4 Async	1,784/4,329
Lanrover/E Plus w/2 v.34 modems/4 v.34	2,435/5,715
Lanrover/E Async 8 Async/8 v.34 modems	3,652/7,729
DIGI INTERNATIONAL Digi 2-Pt/4-Pt/8-Pt	200/455/588
Acceleport 8EM ISA w/ RISC CPU, DB25	726
XIRCOM NetAccess 4-pt/8-pt	1,671/2,836

ISDN Connectivity

3COM Impact IQ 3C882	358
ASCEND NetWarp 128 ISA Terminal Adapter	165
Pipeline 25-FX Bridging/COMP	480/761
Pipeline 25-FX IP or IPX/COMP	721/1,003
Pipeline 50 w/NT1, COMP, IPX,IP	666
Pipeline 75 Multi w/NT1, COMP, IPX, IP, 2 Analog	739
Pipeline 130 w/FT1,T1,ISDN	1,457
Pipeline 130 ISDN & L56/SW & L56	1,400/1,430
Max 200 Plus w/4 BRI Cards	3,043
Max 1800 8BRI-16 users w/NT1	5,216
DIGI DataFire U Client ISDN (PPP)	398
DataFire Server S1 Server-Based ISDN	536
PC-IMAC ISDN	533
PC-IMAC Multiport ISDN/4-1/4-2/4-4	672/1,064/2,092
MOTOROLA BitSurfr PRO ISDN TA w/NT1 w/2 analog	399
NT1D Network Terminator	186
SHIVA Lanrover/E Plus 2-BRI Enet	2,539
Lanrover/E Plus 4-BRI Enet	6,217
US ROBOTICS Sportster ISDN adapter	399
Courier-I Modem w/V.34 w/Analog Int/Ext	487/542
Courier-I Modem w/ISDN/V.34 w/o Analog Int/Ext	432/542

Network Printing Solutions

HEWLETT PACKARD JetDirect 10BT MIO	339
JetDirect Combo MIO BNC/10BT	400
JetDirect Ethernet EX Plus (Multiprotocol)	303
JetDirect EX Plus3 (3 LPT/Multiprotocol)	468
JetDirect Token Ring EX/EX Plus3	567/682
INTEL Netport EL Ethernet/Token Ring	422/588
NetportExpress XL for Ethernet/TR	415/565
Netport Pro 10BT Int(MIO)/3 Pack	281/753
Netport Pro 10BT Ext 2P/1S/3 Pack	400/1,090
Netport Pro 100 10/100BT Ext 2P/1S/3 Pack	479/1,340

Network Fax Solutions

CASTELLE FaxPress 1000, 10BT/BNC	1,576
FaxPress 2000 1-line/FaxPress 2000 2-line	2,367/2,709
Faxpress 3000 2-line/FaxPress 3000 4-line	2,986/3,580
CHEYENNE FaxServe 3 NLM 5/10/25	393/717/1,177
FaxServe 3 NLM 50/100	1,816/2,533
FaxServe 3 NLM 250/500/1000	3,801/4,982/6,229
SYMANTEC Net Satisfaxtion 25/1000 users	742/990
Winfax Pro for Networks 5/10/25/50	384/ 640/1,478/2,738
Starter Kit (1 Server, 2 nodes)	258

Network CD-ROM

MERIDIAN CDNET PLUS DOS/NLM (10 Users Start)	677
CDNET Plus DOS/NLM (100 Starter Kit)	1,482
CDNET Plus Expand (50/100)	525/896
CD NetLink Miniserver 7/14	695/936
MICRO DESIGN SCSI Express for NetWare, MDI	599
SCSI Express CDROM, Non-MDI	808
CD-Rom LaserBank 600CD Ext. Single/Dual	599/1,117
MICROTEST Discport Ethernet/Token Ring	488/818
Discport w/ Discview Pro ENET/TR	733/1,066
Discport w/NEC Ext. 6X Speed CD-Rom	859
Discport w/NEC 6X 4CDROM in 7-Unit Tower	1,972
Discport w/NEC 6X 7CDROM in 7-Unit Tower	2,708

Uninterruptible Power Supplies

APC Back-UPS 400/450	163/200
Back-UPS 600/900/1250	273/392/512
Powerchute Plus for Novell/Unix/Windows NT	99/149/99
Smart-UPS 700/700RM/1000	398/499/548
Smart-UPS 1000RM/1400/1400RM	646/675/805
Smart-UPS 2200/3000/3000RM	1,183/1,895/2,061
Matrix 3000/5000/Smartcell	3,720/4,616/537
SNMP Agent for Novell/SNMP Mgr for Netware	125/145
Netshelter RACK for servers	1,700

Cable Testers & Supplies

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AT10K Crimper Kit w/5 DIES & case	259
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MICROTEST MT310 Kit	739
MT350 Value Kit/Fiber Solution Kit	1,837/1,482
Penta Scanner w/Super Injector	3,019

Novell Software

Lan Workplace for DOS Single/10 Users	197/1,498
Lan Workplace for Mac Single/10 Users	289/1,437
Lan WorkGroup-5/10/25 Users	1,202/1,983/2,612
NetWare for Mac v3.12 200 Users	746
Branch Link Router/Enterprise Router	712/1,966
NetWare NFS/Gateway Bundle	2,909
NetWare NFS Service for NW4.1	2,237

E-Mail

cc:MAIL Desktop-Windows/DOS	125
cc:Mail License 10 users/50 Users	598/2,804
Mobile for DOS/MAC	150/150
Router/Fax Server/Web (Single)	95/1,459/189
Link to UUCP/Link to SMTP/Link to MHS	372/2,473/528
MICROSOFT PC Mail Server + 10 Users	485
PC Mail 5/20/100 Users	273/930/3,633
MHS Gateway/PROFS	708/3,405
SMTP/X400/Fax Gateway	3,241/3,194/1,419

Network Utilities

SYMANTEC Anti-Virus for NetWare 10/25	605/1,378
CHEYENNE InocuLAN Wrkgrp/1Svr-Unlimited	301/648
InocuLAN 5 Svr-Unlimited Users	2,363
InocuLAN Option v4.0 for ARCserve 6	313
FRYE Early Warning System or Lan Directory	350
INTEL LanDesk Virus Protect (Single)	1,063
LanDesk Virus Protect 4-pk/20-pk	3,633/15,486
ONTRACK Data Recovery NetWare	214
SEAGATE Prepare! Disaster Recovery SW	573
SYMANTEC Norton Admin. 5/10 Users	247/438
Norton Admin. 25/50/100 Users	1,068/2,028/3,680

ARTISOFT Peer-to-Peer Networking

ARTISOFT LANtastic 7.0 Network Starter Kit	260
LANtastic 7.0 Software Single/10 User/Unlim.	99/377/740
Power Suite Starter Kit 2 Users	412

Server Mirroring

VINCA Campus Standby Server Software	2,411
Standby Server NetWare/Windows NT	2,750/2,813
Entry Level StandBy Server	1,062

Windows NT Solutions

3COM Transcend Workgroup Mgr for NT	463
Transcend Enterprise Manager	2,353
CHEYENNE Arcserve for Windows NT v6.0, Single Svr.	490
Arcserve for Windows NT v6.0, Enterprise Edition	860
Arcserve for NT NetWare Agent	438
Arcserve Changer Option for Windows NT	365
InocuLAN for Windows NT Single/10/25 Usrs	69/270/414
Open File Agent for Windows NT	500
CONNER MS4000 4GB EXT w/ Backup Exec NT	567
MS8000 8GB w/Backup Exec NT Int/Ext	659/790
Backup Exec for Windows NT NetWare Agent	492
INTEL Landesk Workgroup Mgr 25/250 nodes	695/5,765
MICROSOFT Windows NT Workstation	317
Windows NT Server w/5/10 Clients	812/1,128
SMS System Mgmt Server w/5 clients	943
Exchange Server Single w/ 5/10/25	1,014/1,368/2,160
Exchange Server Enterprise w/25/50 clients	4,099/5,429
Exchange Add'l Clients 5/20	366/1,160

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Adaptec 3985 PCI Kit	510

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C1534 4mm DAT 2-4GB SCSI Int.	555
C1536 4mm DAT 4-8GB SCSI Int.	645
C1533 4mm DAT 8-16GB SCSI Int.	895

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3COM

3C509B Etherlink III TPO/Combo	55/79
3C590 Etherlink PCI TPO/Combo	92/125
3C595-TX Fast Etherlink 10/100PCI	129
3C900 PCI TPO	79
3C905-TX 10/100 (New Model)	99
3C16180 Linkbuilder 8 Port Hub	149
3C16170 Linkbuilder 12 Port Hub	279
3C16670 Linkbuilder FMS II 12 Port	459

intel

EtherExpress Pro 10 TPO/Combo	55/79
EtherExpress Pro 10 TPO/Combo Flash	69/89
EtherExpress Pro 10/100 TX PCI	75
10 PCI TPO	70

SMC

8416BT Ether EZ 16 Combo	65
8432BT Ether Power PCI Combo	89
9332DST Ether Fast 10/100	99

BESQ

NE2000 Combo	20
5 Port/8 Port/16 Port	47/59/125
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1795 17" .28 NI SVGA	525

SONY

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VIDEO CARDS

DIAMOND

Stealth 64 2000 1MB (DRAM)	56
Stealth 64 2000 2MB (DRAM)	66
Stealth 64 2001 MPEG 1MB	66
Stealth 64 2001 MPEG 2MB	76
Stealth 64 VIDEO 2MB (VRAM)	125
Stealth 64 VIDEO 4MB (VRAM)	195
Stealth 3D 2000 2MB/4MB (DRAM)	95/125
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ATI

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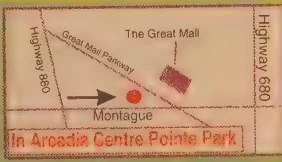

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What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its fifteen thousand international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684, ext. 8.

The BMUG Office, 2055 Center St. (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

The BMUG Helpline provides volunteer technical assistance and telephonic hand-holding for our members. If your question can't be answered on the spot, we try to get you in touch with someone who can help. Improve your Macintosh education and help others by becoming a Helpline volunteer!

BMUG has one of the most up-to-date, comprehensive software libraries around with hundreds of disks filled with the latest versions of public domain or shareware programs. BMUG also produces CD-ROM collections, including the digital video *TV-ROM ™Too*, and the *BMUG PD-ROM.*

Planet BMUG and BMUG Boston are graphical user interface FirstClass bulletin board systems, offering the latest in shareware, as well as news, private email, rumors, etc. With our 18-line capability, you can have access to BMUG almost 24 hours a day. It's easy to use, fun, and a great resource.

BMUG can be found on most online services. BMUG can also be reached through the Internet network at *UG0001@applelink.apple.com* .

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Mini Tower w/display
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Sound Card 16 bit 32 Wavetable PnP
8X CD-ROM
Mouse w/ Pad
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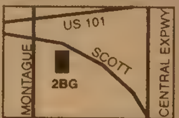

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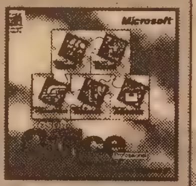

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- **Microsoft** Windows 95 Software
- Windows 95 101-Key keyboard
- **Yamaha** YST-M7 speakers
- **Includes Video Teleconferencing software:** Vision Time IVP, Netcom, Internetfax, ColorLink, PhotoImpression, Clip Art Library, Personal Organizer, Vision CAM driver
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Monitor not included

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MMX intel inside pentium PROCESSOR

CREATIVE CREATIVE LABS, INC matrox USRobotics YAMAHA

JESSICA 2000 SERIES - NCAHMX200-12X-33.6

PENTIUM 200MHZ MMX™

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- **16-Bit sound card**
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- **Microsoft** Windows 95 Software
- Windows 95 101-Key keyboard
- **Yamaha** YST-M7 speakers
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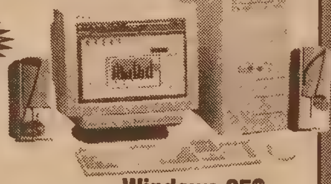

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- Elegant 9 bay Mid-tower case
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- **512K PIPELINE BURST** cache
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- **TRITON** chipset, Socket 7,
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- Windows 95 101-Key keyboard
- **Yamaha** YST-M7 speakers
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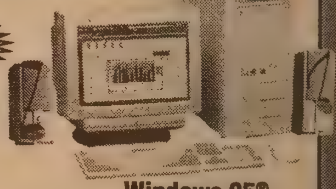

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PENTIUM 200MHZ PCI

3.2GB/32MB EDO RAM - 512K Pipeline Burst Cache - 33.6 Fax/Modem

TWELVE - Speed Multimedia Computer System

- Elegant 9 bay Mid-tower case
- **250W** power supply
- **512K PIPELINE BURST** cache
- **Intel 200MHZ** CPU with Cooling Fan,
- **TRITON** chipset, Socket 7,
- **32MB EDO RAM/72 pin SIMMs** (exp. to 128MB)
- Plug & Play ready, PCI Enhanced IDE I/O On-board
- **2MB VRAM PCI** video card
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- Internal **TWELVE - SPEED** Enhanced IDE CD-ROM drive
- **16-Bit sound card**
- **33.6Kbps Plug and Play**, Internal Fax/Modem w/ **Voice**
- **Microsoft** ergonomic serial Mouse
- **Microsoft** Windows 95 Software
- Windows 95 101-Key keyboard
- **Yamaha** YST-M7 speakers
- **Includes Video Teleconferencing software:** Vision Time IVP, Netcom, Internetfax, ColorLink, PhotoImpression, Clip Art Library, Personal Organizer, Vision CAM driver
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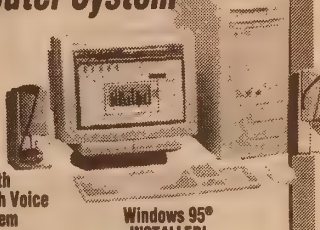

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intel inside pentium processor

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TWELVE-Speed Multimedia Computer System

- Elegant 9 bay Mid-tower case
- **250W** power supply
- **512K PIPELINE BURST** cache
- **Intel 150MHZ** CPU with Cooling Fan,
- **TRITON** chipset, Socket 7,
- **32MB EDO RAM/72 pin SIMMs** (exp. to 128MB)
- Plug & Play ready, PCI Enhanced IDE I/O On-board
- **2MB VRAM PCI** video card
- **2.1GB** Enhanced IDE hard drive
- 1.44MB floppy drive
- Internal **TWELVE - SPEED** Enhanced IDE CD-ROM drive
- **16-Bit sound card**
- **33.6Kbps Plug and Play**, Internal Fax/Modem w/ **Voice**
- **Microsoft** ergonomic serial Mouse
- **Microsoft** Windows 95 Software
- Windows 95 101-Key keyboard
- **Yamaha** YST-M7 speakers
- **Includes Video Teleconferencing software:** Vision Time IVP, Netcom, Internetfax, ColorLink, PhotoImpression, Clip Art Library, Personal Organizer, Vision CAM driver
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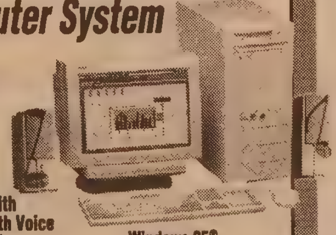

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ALEXIS V SERIES - NCAGP120-8X-33.6

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- **250W** power supply
- **256K PIPELINE BURST** cache
- **Intel 120MHZ** CPU with Cooling Fan,
- **TRITON** chipset, Socket 7,
- **16MB EDO RAM/72 pin SIMMs** (exp. to 128MB)
- Plug & Play ready, PCI Enhanced IDE I/O On-board
- **2MB VRAM PCI** video card
- **2.1GB** Enhanced IDE hard drive
- 1.44MB floppy drive
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- **16-Bit sound card**
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- **Microsoft** Windows 95 Software
- Windows 95 101-Key keyboard
- **Stereo** speakers
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- #987751129603 Monitor not included

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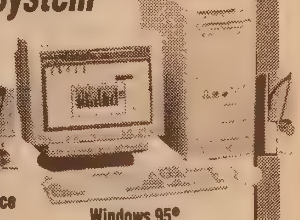

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- 5400RPM
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- 5400 RPM

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- 1024K
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- 1024K Cache
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- SCSI cable & terminator

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- ST19171N
- 9.5ms
- 512K cache

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- 10ms
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- Supports four EIDE DRives (above 528MB support)
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GSI Model 21

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- High-speed 1MB/sec. floppy interface (up to 4 floppy drives)
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- High-speed 1MB/sec. floppy interface (up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
- Dual 16550 UART serial ports & one bi-directional parallel port
- Compatible with Windows, Novell NetWare, DOS & OS/2

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GSI Model 4C

16-Bit Four Channel, Eight-IDE Accelerator Board

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- NO drivers needed
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- Compatible with Windows, Novell NetWare, DOS & OS/2

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High Performance VESA Extender Module for GSI-ISA Boards

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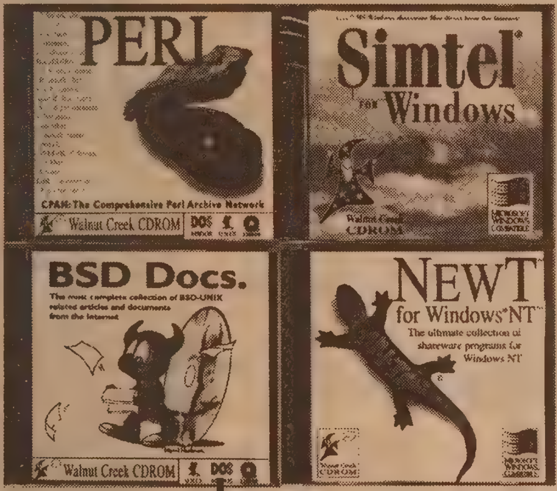
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- 2052KB/sec data transfer rate

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MICROSOFT WINDOWS

$139⁹⁵

TEAC

Twelve-Speed IDE Internal CD-ROM Drive

CD-512E

NEW!

- 1800kb/sec transfer rate
- 160ms access time
- 128K cache
- Enhanced IDE
- OEM

$139⁹⁵

ENHANCED IDE

MITSUMI

Eight-Speed Internal Enhanced IDE CD-ROM Drive

FX800

NEW!

- 1200kb/sec data transfer rate
- 140ms access time
- 256K Cache
- Multisession Photo CD ready
- MPC Level 2 compliant
- OEM

MICROSOFT WINDOWS

$105⁹⁵

SONY

Eight-Speed Internal Enhanced IDE CD-ROM Drive

CDU-311

- 1200Kb/sec. transfer rate
- 160ms access time
- 256K Cache

$109⁹⁵

ENHANCED IDE

WOW!

NEC

Eight-Speed SCSI-II Internal CD-ROM Drive

CDR-1460 Retail Package

NEW!

- 1200Kb/sec. transfer rate
- 140ms access time
- 256K Cache
- Caddyless

$359⁹⁵

NCA's High Quality

16-Bit Wavetable Upgradeable Plug & Play Sound Card

- Enhanced FM synthesizer
- Supports IDE CD-ROM interfaces
- Supports SpundBlaster Pro
- Joystick MIDI port
- OEM

WHILE SUPPLIES LAST

GENERAL MIDI

$45⁹⁵

WOW!

MICROSOFT WINDOWS

TURTLE BEACH SYSTEMS

16-Bit 32-Voice Wavetable Sound Card

TROPEZ PLUS

NEW!

- Hardware wavetable synthesis
- **4MB of Waveform ROM**
- Upgradable to 12MB ROM
- IDE/ATAPal interface for CD-ROM
- Up to 48kHz CD audio quality
- Windows 95 compatible
- Free audio software

$189⁹⁵

PC MAGAZINE

CREATIVE
CREATIVE LABS, INC

Advanced Waveffects 32 Wavetable Sound Card

SoundBlaster 32

MICROSOFT WINDOWS

- 16-bit stereo
- 32-voice polyphony
- 1MB ROM of General MIDI sample
- Built-in MIDI, Joystick & IDE CD-ROM Interface
- Windows Plug & Play

OEM

$139⁹⁵

YAMAHA

18-bit Wavetable Sound Card With 4MB VoiceROM

Waveforce SW60XG

WOW!

- For the PC gamer or musician
- Wavetable, 32 notes, 16 parts
- 4MB Voice ROM

676 voices, 21 drum kits, 480 melody voices, 11 drum kits compatible with General MIDI

- 11 types reverb & chorus, 42 types of variation

FREE XG Song Library CD

*After $15 Mfg. Mail-in Rebate.
In-store price $195.95

$180⁹⁵*

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Low Price Guarantee!*

matrox

3D, Entertainment & Multimedia Accelerator

Matrox Mystique

- ◆64-bit graphics accelerator for mainstream business & home
- ◆2MB or 4MB base boards (2MB upgradeable to 4MB)
- ◆Up to 1280X1024 resolution in 8, 16, 24-bit color
- ◆3D texture mapped games
- ◆CLUT 4, CLUT 8 & RGB texture support
- ◆170Hz ramdac
- ◆Windows 95, 3.11 & DOS
- ◆Bundled with: Mech Warrior 2, Destruction Derby 2 & Scorched Planet
- ◆Video upgrades available this fall

NEW!
New Lower Prices!
MYSTIQUE
3D Entertainment
and Multimedia
matrox

2MB PCI Version $\$139^{95}$ MICROSOFT. WINDOWS. **4MB PCI Version** $\$179^{95}$

Professional 3D, Graphics & Video Accelerator

Matrox Millennium

matrox
MGA
Millennium
NEW
matrox

- ◆64-bit high performance professional graphics accelerator
- ◆2MB or 4MB base boards (upgradeable to 8MB)
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- ◆220Hz ramdac for refresh up to 85Hz
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- ◆Video upgrades available (Media Series)

2MB PCI Version $\$209^{95}$ MICROSOFT. WINDOWS. **4MB PCI Version** $\$279^{95}$

2MB upgrade module-$\$159^{95}$ 4MB upgrade module-$\$279^{95}$ 6MB upgrade module-$\$429^{95}$

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Introducing High-End Color Performance At Low-End Pricing!

The Color 17/76 monitor is the most cost-effective document imaging solution, designed specifically for workplace environments in which users use a mix of document imaging and other business applications.

energy
EPA POLLUTION PREVENTER

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Cornerstone

Cornerstone 17/76

Superior Features:

- 17" diagonal display size
- Default resolution of 1280 X 1024 @ 76Hz refresh
- High resolution up to 1600 X 1200 @ 66 Hz refresh
- Super fine .26mm dot pitch
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- Hardware based ScaleToGray™ image enhancement eliminates worker eyestrain
- ClearColor™ delivers high quality color image display with sub-half-second display speed
- ImageAccel 2 provides ultra-fast acceleration for Windows and other graphical interfaces
- MPR-II compliant
- Energy star compliant
- 3 year warranty

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15" 1280X1024 SVGA Color Monitor

100SX

NEW!

- .25dp
- Trinitron
- 1280X1024
- 60Hz
- Plug & Play
- Energy Star Compliant
- Mac Compatible

\$429^{95}

MAG INNOVISION

17"1280X1024 Trinitron Color Monitor

DX700T

NEW!

- 1280X1024,.25 DPI
- Tritron tube
- Non Interlaced
- On-screen display
- Plug & Play Compatible

\$729^{95}

INTEGRATED MICRO SOLUTIONS

Lowest Price Guaranteed!

128-Bit Video Accelerator Card

2MB VRAM

TWINTURBO 128 P

NEW!

- 35 million pixel/sec line draw rate
- up to 16.7 million colors
- Realtime playback with hardware scaling
- Full screen true color video playback
- 5 year warranty

MICROSOFT. WINDOWS.

\$189

miro

Video Capture & Editing Card

MIROVIDEO DC1 PLUS

- Capture Video, Edit your movies
- Apply amazing special effects
- Output to tape
- Includes: Adobe Photoshop LE. Adobe Premier LE, and Asymetrix F/X (ED art creation program)
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\$249^{95}

WHILE SUPPLIES LAST

FULL LINE OF NAME BRAND COLOR VIDEO MONITORS AVAILABLE

SONY

17" 1280X1024 SVGA Color Monitor

200SF

NEW!

- .25dp
- Trinitron
- 1280X1024
- 75Hz
- Plug & Play
- Digital controls
- Mac Compatible

\$829^{95}

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21" 1600X1200 SVGA Color Monitor

P810

NEW!

- 1600x1200
- .25mm dp
- 76Hz

\$1699^{95}

DIAMOND MULTIMEDIA

64-bit 3D Video Graphics Upgrade Card

MONSTER 3D 3400XL!

NEW!

- 3Dfx Voodoo controller
- Works with your exsisting graphic card
- Accelerates all 3D games
- FREE games included

PCI
4MB EDO
DRAM

\$279^{95}

ATI TECHNOLOGIES INC.

3D Video Graphics Accelerator & TV Output

3D XPRESSION+ PC2TV

NEW!

- ATI 3D RAGE II accelerator
- Refresh to 200Hz
- Up to 1600x1200
- High Quality TV Display Output
- Includes Games

PCI
4MB EDO
DRAM

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FULL LINE OF NAME BRAND VIDEO GRAPHICS ACCELERATORS AVAILABLE

NCA's *High Quality*

17" 1280X1024 SVGA Color Monitor

- .28mm dp
- 1280X1024
- Built-in Speakers

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PRINCETON BY MAG

17" 1280X1024 Digital Color Monitor

E070

- .28mm dp
- Non-interlaced
- Up to 1280X1024
- Digital controls
- Plug & Play ready

\$559^{95}

matrox

3D, Entertainment & Multimedia Accelerator

Mystique

- 64-bit **PCI** graphics accelerator
- **2MB WRAM** (upgradeable to 4MB)
- Bundled with: Mech Warrior 2, Destruction Derby 2 & Scorched Planet

\$139^{95}

4MB PCI - \$179^{95}

matrox

Professional 3D, Graphics & Video Accelerator

Millennium

- 64-bit **PCI** graphics accelerator
- **2MB WRAM** (upgradeable by 4 or 6MB)
- Bundled with: color calibration software, 3D web browser, 3D/FX & Nascar® Racing

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4MB PCI - \$279^{95}

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M19

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$200 Worth of software included

SuiteVision
Specom

NEW!

VIDEO CONFERENCING KIT & COLOR CAMERA

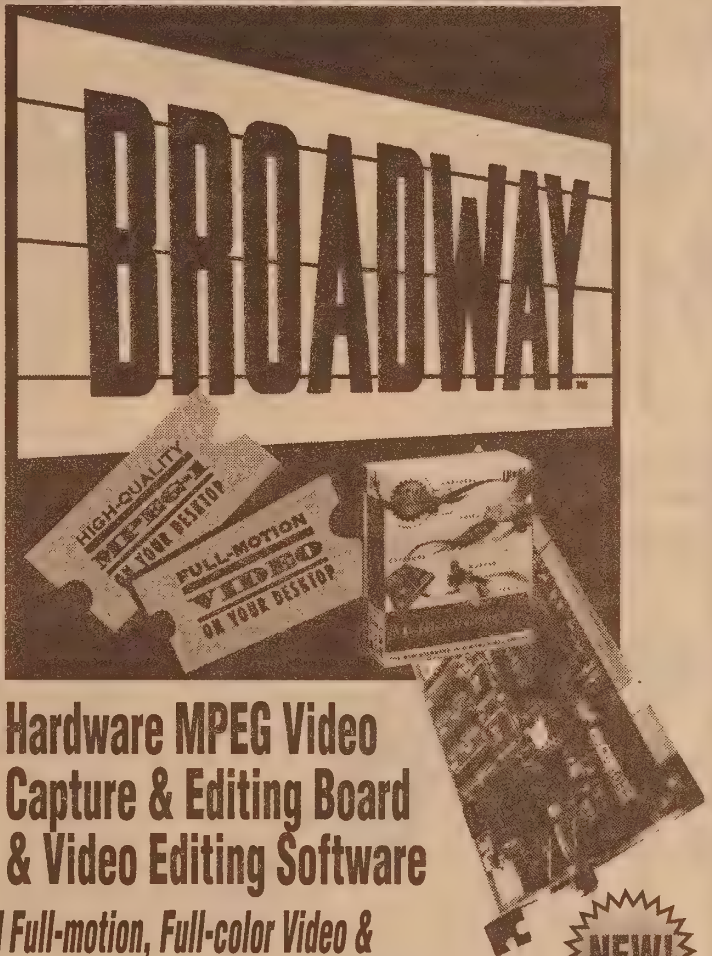
Suite Visions

BUY 2 GET A $40 REBATE

- You can see & talk to anybody in the world for the cost of a local phone call
- Connect direct or through the internet using regular phone line or ISDN line
- Includes color digital camera, and all the software you need

$\$189^{95}$

DATA TRANSLATION®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HIGH-QUALITY MPEG-1 ON YOUR DESKTOP
FULL-MOTION VIDEO ON YOUR DESKTOP

Hardware MPEG Video Capture & Editing Board & Video Editing Software

Add Full-motion, Full-color Video & Audio to Your Multimedia Applications.

NEW!

- Add Video to: Web Pages/Intranet, Presentations, Computer-based Training, CD-ROMs
- Capture video to disk in realtime
- 3 times realtime MPEG-1 Compression (I, P, B frames)
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- Can compress Indeo, Cinepak & .AVI files created by other manufacturers' products.
- Includes Ulead's MediaStudio Pro 2.5 Video Editing software

MICROSOFT. WINDOWS. & Windows NT

$\$899^{95}$*

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13A

FAX COMMUNICATIONS

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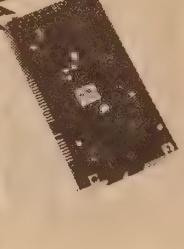
ARESCOM *ROUTERS & ISDN ADAPTERS*

128K ISDN Internal Digital Modem

NEW!



$129

Flash 200-2

- Internal ISDN terminal adapter(16-bit ISA)
- Easy installation and configuraton
- Software update V1.1 includes auto-speed, auto-switch, and auto-SPID detection
- Integrates seamlessly with Win95 dial-up networking and Microsoft Accelerator Pack1.1
- Software upgradeable- Software upgrades will be posted on our website as they become available

128K ISDN External Digital Adapter

Parallel Port Connection

NEW!

$139

Flash 300

- **External ISDN terminal adapter Parallel port connection**
- Easy installation and configuraton
- Fully synchronous interface insures true 128Kbps data transfers. At least 10% faster than competing serial port technologies
- Software update V1.1 includes auto-speed, auto-switch, and auto-SPID detection
- Integrates seamlessly with Win95 dial-up networking and Microsoft Accelerator Pack1.1
- Software upgradeable- Software upgrades will be posted on our website as they become available

128K BRI Router W/ Built in IP Routing

Apex1100

- **128Kbps BRI Router with built in IP** routing
- Includes Ethernet connection (10 BaseT or BNC)
- Unlimited Users
- Available with none, one or two analog (POTS)lines
- Easy configuration and management
- Console, telnet,Win 95 and ISDN dial-up configuration
- Allows resellers and ISPs to dia into customers modem and remotely configure
- Software upgradeable- Software upgrades will be posted on our website as they become available

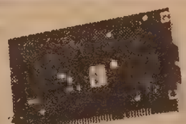
NEW!

$389.95

Cardinal *FAX MODEMS & ISDN ADAPTERS* NEW!

33.6Kbps Internal Windows Fax Modem

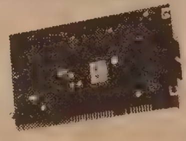
$99.95



- Supports 33.6kbps V.34
- V.42bis, MNP5 data compression
- Data throughput up to 115,200bps
- 16550 UART on-board provides a high speed serial interface
- Windows 95 compatible
- Includes Software

33.6Kbps Internal Fax Modem

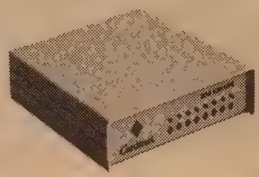
- Supports 33.6kbps V.34
- V.42bis, MNP5 & MNP10 for up to 4:1 data compression
- Data throughput up to 115,200bps
- 16550 UART on-board provides a high speed serial interface
- Group 3 fax
- Simple installation
- Plug & Play ready



$124.95

33.6Kbps External Fax Modem

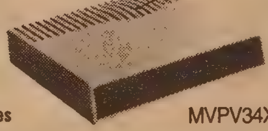
$149.95



- Supports 33.6kbps V.34
- V.42bis, MNP5 & MNP10 for up to 4:1 data compression
- Data throughput up to 115,200bps
- 16550 UART on-board provides a high speed serial interface
- Group 3 fax
- Simple installation
- Plug & Play ready

33.6Kbps External Fax Modem *with Voice mail*

- Supports 33.6kbps V.34
- V.42bis, MNP5 & MNP10 for up to 4:1 data compression
- Data throughput up to 115,200bps
- Supports enhanced telephone services such as caller ID & destinctive ring
- Built-in flashROM for easy upgrades
- Supports VoiceView 1.0
- Simple installation
- Plug & Play ready



MVPV34XSP

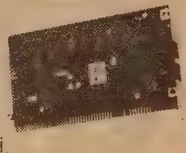
$159.95

Internal with Voicemail & Speakerphone.....$149.95

128K ISDN Internal Fax Modem

Download 1MB in 62 seconds!

$199.95



IDC100i

- Compatible with US national ISDN-1& AT&T 5ESS switches
- Point-to-point protocols (B channel), Multilink PPP & V.120 for Windows 95
- Industry standard AT command set
- Simple installation
- Plug & Play ready

October 1995 MVP288XF
August 1995 MVP288XF
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June 1996 MVP288XF
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HIGH QUALITY PRODUCTS

Low Price Guarantee!*

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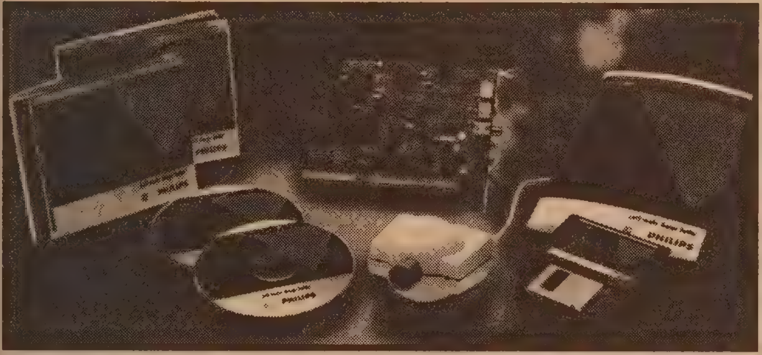
Video Conferencing Kit with Color Camera

EasyCAM

- Three Products in One
  - Video Conferencing
  - Video Capture
  - Video Editing
- Includes High Resolution Color Video Camera
- Internet & Intranet Video Conferencing
- Use with your existing modem, ISDN or LAN
- Create exciting videos in a snap

$385.95



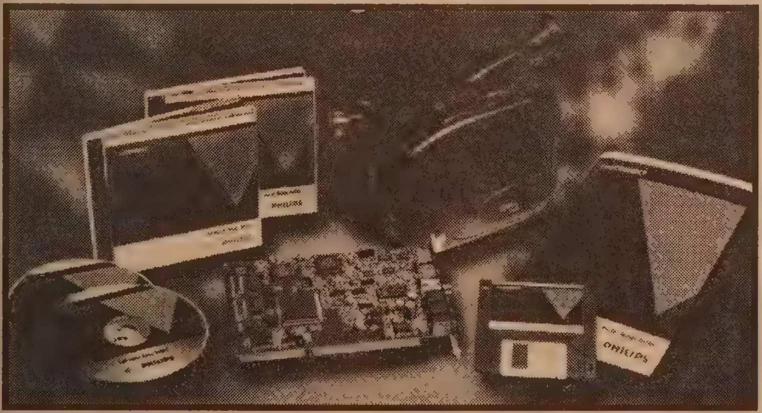
Video Conferencing Kit

EasyCONNECT

- Internet & Intranet Video Conferencing
- Works with all analog cameras and camcorders*
- Use with your existing modem, ISDN or LAN
- Create exciting videos in a snap

$285.95

*** Camcorder not included**



HEWLETT PACKARD

Hewlett Packard Printers & Scanners for home & office

FEATURE ITEM

LaserJet 6P

600X600dpi Laser Printer

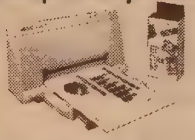
- True 600 DPI, 8ppm
- 24MHz Intel Risc processor
- 35 Intellifonts, 10 Truetype
- Two paper trays, holds 350 pages
- 1 yr. warranty w/Free HP Express exchange overnight printer replacement

$739

WOW! 8ppm!

PRINTERS

300X300dpi Color Inkjet Printer

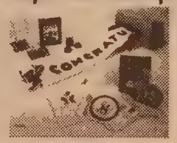


DeskJet400

- Prints 3 ppm in black, 2-4ppm color,
- 600X300dpi black, 300X300dpi color
- HP's ColorSmart technology for vivid color at the touch of a button • Plain Paper, Labels, to 8.5X14, envelopes & transparencies • Drop-on-Demand Thermal Inkjet Printing
- 3¢ per page cost
- HP's REt technology
- Windows compatible

$179

Color Inkjet Printer with Project Kit



DeskJet682C

- Prints 5ppm in black, 1.5ppm color,
- 600X300dpi black, 300X300dpi color
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's Home Project Kit Includes:
  - Disney's Mickey & Friends Print Studio for creating cards, banners, calendars & more
  - Print Pak's Family Fun Kit for creating window art, etc.
  - Includes Hp banner paper, greeting card stock envelopes
- HP's PrintSmart
- Windows compatible

$269

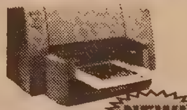
Portable Inkjet Printer

DeskJet340

- 600X300dpi black
- Prints 3ppm in black, optional color kit
- Opptional HP Mac adapter, 60 page desktop sheet feeder, rechargeable battery, rapid recharger and carrying case
- Infrared adapter option for wireless printing
- Lightweight, fits in briefcase
- 1 year warranty

$289

Professional Color Inkjet Printer

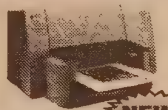


DeskJet820Cse NEW!

- Prints 6.5ppm in black, up to 4ppm color
- HP's RealLife imaging system with C-Ret
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's QuickStar for easy printer setup
- 150 sheet paper tray • Two-sided printing
- Paper types include business cards, labels & transparencies
- Microsoft Publisher CD for Windows 95
- Windows compatible
- 50 TrueType fonts

$399

Color Inkjet Printer & Project Kit



DeskJet693C NEW!

- Prints 5ppm in black, up to 1.7ppm color
- HP's RealLife imaging system with C-Ret
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's QuickStar for easy printer setup
- 100 sheet paper tray
- Paper types include business cards, labels & transparencies
- Includes Disney's Interactive 101 Dalmations Print Studio
- Windows compatible
- 8 Built-in fonts

FREE Disney's Interactive 101 Dalmations Print Studio!

$299

600X600dpi Laser Printer

WOW!

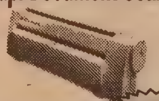
LaserJet5L Xtra NEW!

- Prints 4ppm at 600X600dpi
- Lowest cost of ownership, 1¢ per page print cost
- Handles a wide variety of paper, no special paper necessary fo excellent print quality
- Hp's REt technology & microfine toner
- HP's PrintSmart
- Windows compatible
- FREE SOTWARE Including: NetScape Navigator 2.0, HP FontSmart, Avery Label Pro & More

$399

SCANNERS

400dpi Document Scanner



HP ScanJet 4s NEW!

- 400dpi enhanced, 200dpi optical
- Small enough to fit between your keyboard & monitor.
- Visioneer PaperPort e-mail & fax software & integrated OCR software
- Scans documents as small as business cards up to 8.5"X30"
- Lets you make copies at your desk
- Automatic on/off, just feed documents in.

$189

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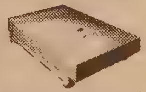

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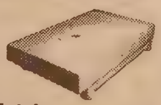

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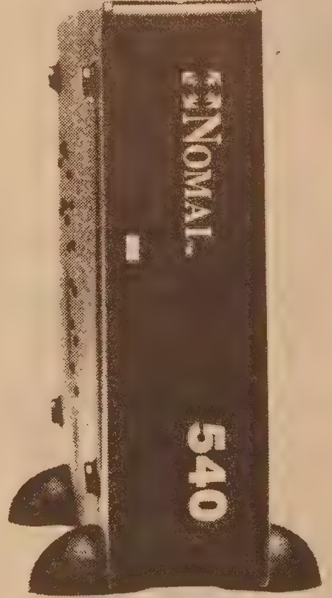

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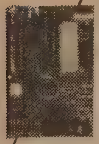

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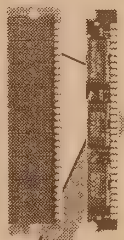

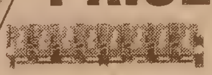

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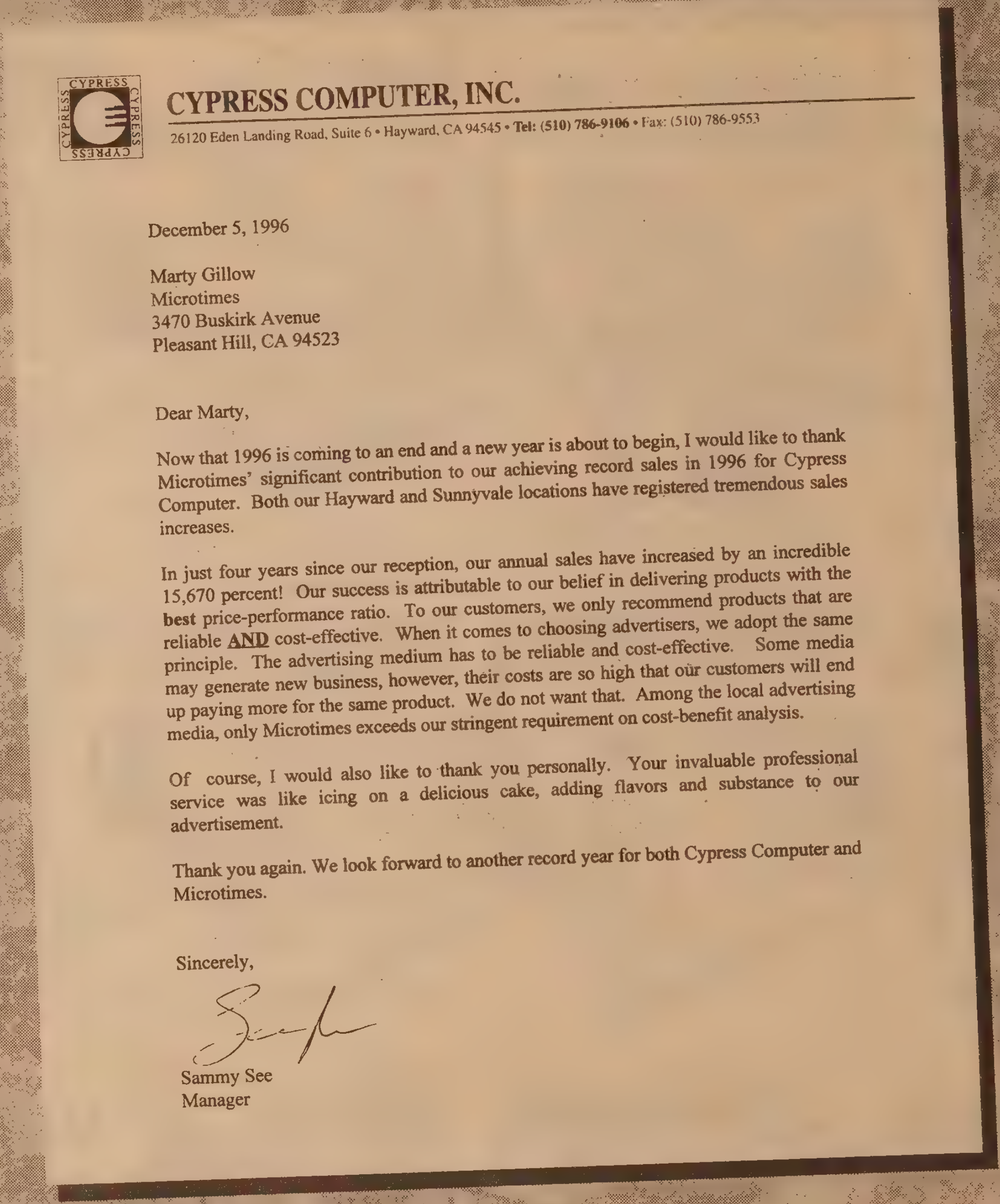

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December 5, 1996

Marty Gillow
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Dear Marty,

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Of course, I would also like to thank you personally. Your invaluable professional service was like icing on a delicious cake, adding flavors and substance to our advertisement.

Thank you again. We look forward to another record year for both Cypress Computer and Microtimes.

Sincerely,

Sammy See
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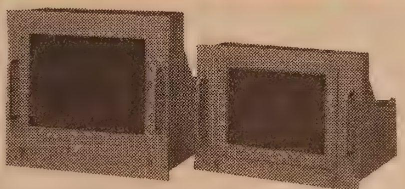

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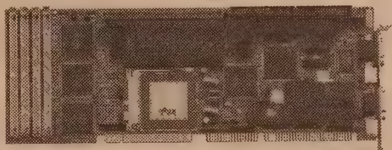

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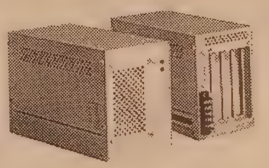

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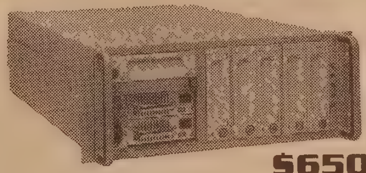

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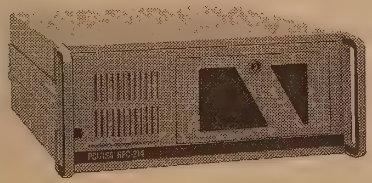

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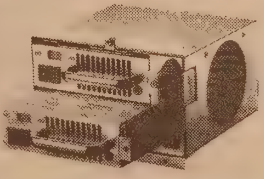

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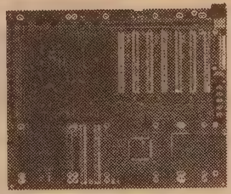

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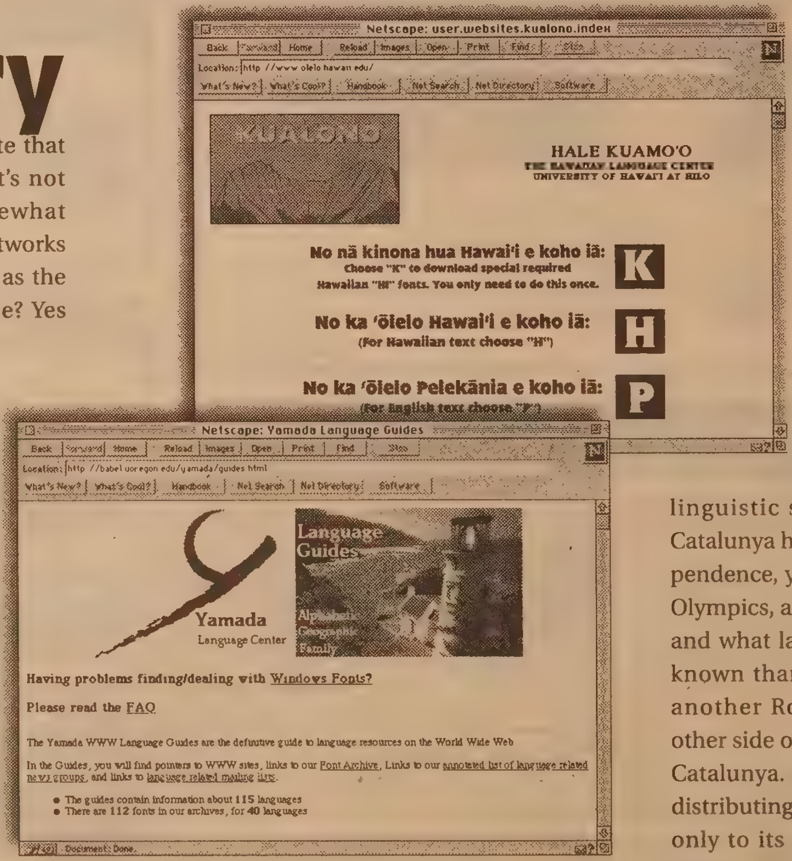
INTERNET • BY JOHN S. QUARTERMAN

Languages On The Internet

Determining A Lingua Interneta

A cursory reading of USENET or IRC might indicate that the Matrix has its own language and it's not quite like any human language. Somewhat more seriously, the Internet and other networks have been accused of imposing English as the universal network language. Is this true? Yes and no.



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The Yamada WWW Language Guides are the definitive guide to language resources on the World Wide Web

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- The guides contain information about 115 languages
- There are 112 fonts in our archives, for 40 languages

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Diversity

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Languages for which there are only relatively few native speakers can set up shop on the Internet and become visible as well as audible to the world. For example, The Dakota Language Homepage (*http://swcc.cc.sd.us/dak lang3.htm*) has audio of both phrases and phonemes.

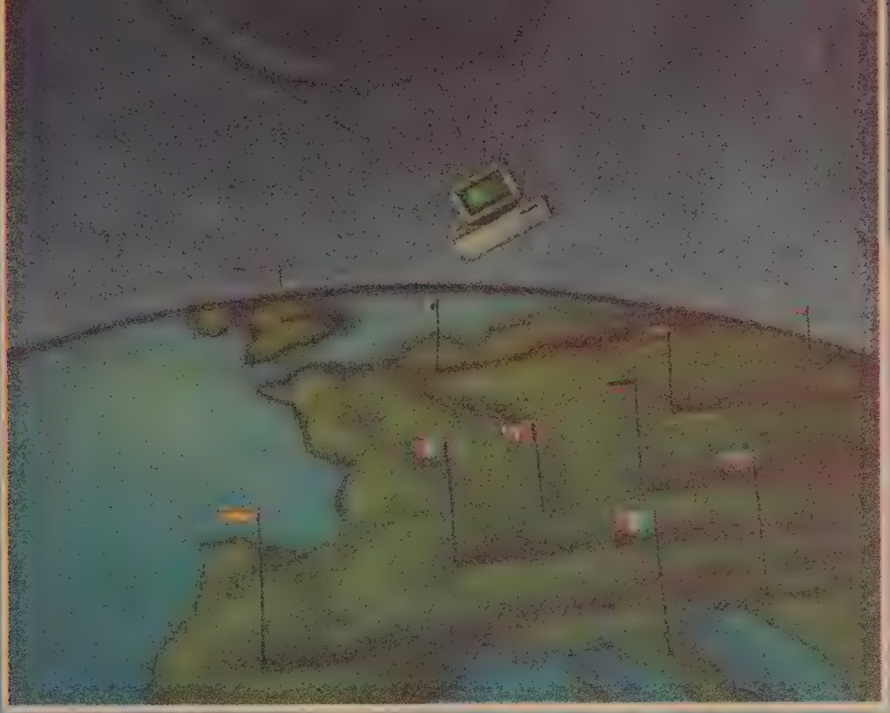
Now, it's true that, as *The Economist* (*http://www.economist.com*) reported in a recent article about "Highly Effective Indians:"

> "The ultimate reward for the Oneidas, however, may be the restoration of their heritage. Like may native Indian languages, the Oneida tongue was dying out; now the tribe has money to spend reviving it, with the creation of a new written form and the production of a CD on which elders tell ancestral tales."

The Oneidas, you see, have been taking advantage of their sovereign status to run casinos, and thus make money. It's been said that a language is a dialect with an army and a navy, but economic success is the best guarantee of linguistic success; witness Catalan, where Catalunya has no army, navy, nor national independence, yet Barcelona successfully hosted an Olympics, and everybody now knows where it is and what language it speaks. Catalan is better known than, for example, Galician, which is another Romance language spoken on the other side of Spain, where Galicia isn't as rich as Catalunya. But the Internet lowers the cost of distributing materials about one's language not only to its native (or at least descendants of native) speakers, but also to everyone else.

Archaicism

There are only so many fans of etymology, old meanings of words, and old words, not to mention archaic forms of writing, but many of them are on the Net. Did you want to know why musty old English manuscripts often have "ye" where we would write "the?" I knew you did. It's because often the "y" isn't really a "y"; it's an



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approximation of the Old English letter called a "thorn" which is properly written more or less like a "b" and a "p" superimposed. And the thorn is pronounced like what we would spell, you guessed it: "th."

For that matter, "And certaynly our language now used varyeth ferre from that whiche was used and spoken whan I was borne ..." as William Caxton wrote in 1490. If I never hear the word "puter" again, it will be too soon. Although I do find it amusing when someone uses "pc" as a synonym for "computer" of any kind. Few people seem to remember that it was originally "PC," capitalized as an acronym for "personal computer." Where is the "c" in "puter," I wonder? The horror of it is that in twenty years, "puter" will probably be as common as "phone" for "telephone."

> It's been said that a language is a dialect with an army and a navy, but economic success IS the best guarantee of linguistic success...
>
> But the Internet lowers the cost of distributing materials about one's language not only to its native (or at least descendants of native) speakers, but also to EVERYONE else.

Reminds me of the time my motorcycle broke down on the road to Accra, shortly after I had crossed from French-speaking Togo into English-speaking Ghana. I asked one of the fellows on the truck that picked me up some question in English about Accra, and he said, "Don't you speak English?" Maybe I was still practicing French-style elision, much like dropping the "com" from "puter."

For that matter, "email" is not nearly as good as the original: "netmail." How do I know that was the original? Well, I've been using the stuff since 1977, and I was just discussing it with Michael Padlipsky, who is one of the people who invented it, as distinct from mail on a single computer, which is of course just "mail." Computers and networks have produced a rich set of jargon (*http://www.datamation.com/PlugIn/humor/jargon/*).

As William Caxton said, "Certaynly, it is harde to playse every man by cause of dyversite & chaunge of langage."

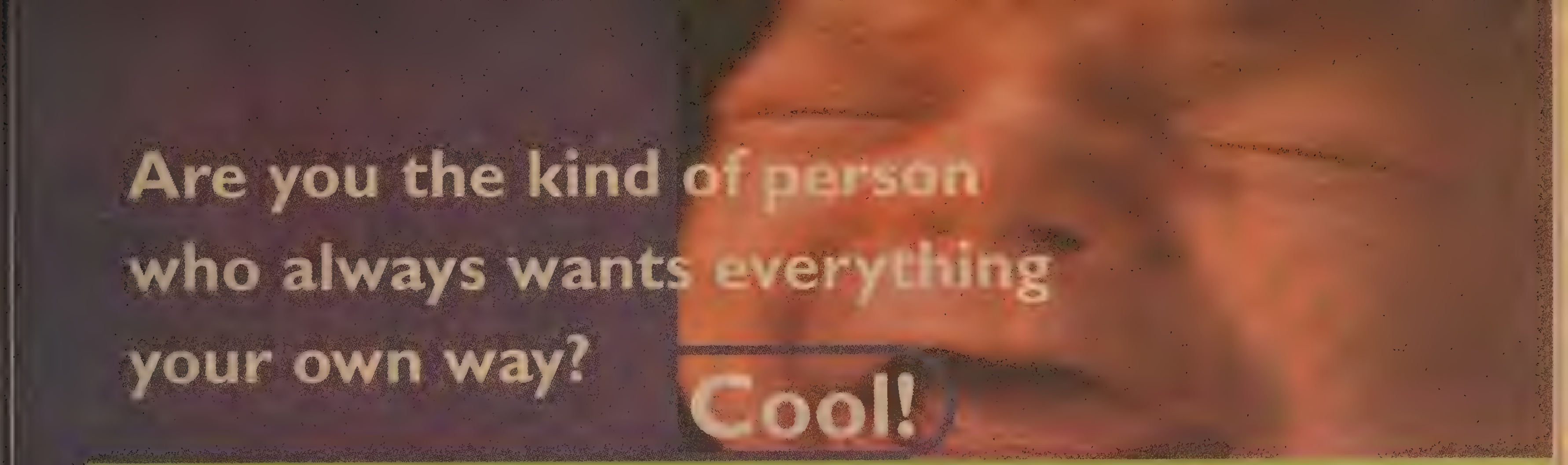
Dead Languages?

Some languages never completely die, such as Latin. Maybe nobody (except perhaps a few monks and nuns) speaks it in daily conversation, but so many historical documents are written in it that there are still plenty of people who know it. The pope even writes in it.

Other languages were pretty well gone, but were revived, most notably Hebrew. Yet others were close to gone, and came back, such as Czech and several Native American languages, some of which had no living speakers at all before they were revived. Will the Internet provide the incentive to bring back others, such as Cornish? Or to formalize relatively informal ones, such as Yiddish? We shall see. It certainly has the power to permit geographically separated practitioners to discuss with one another such things. Perhaps a language will soon be a dialect with a Net connection.

The Big Ones

Lots of people assume that the Internet is all-English in daily communi-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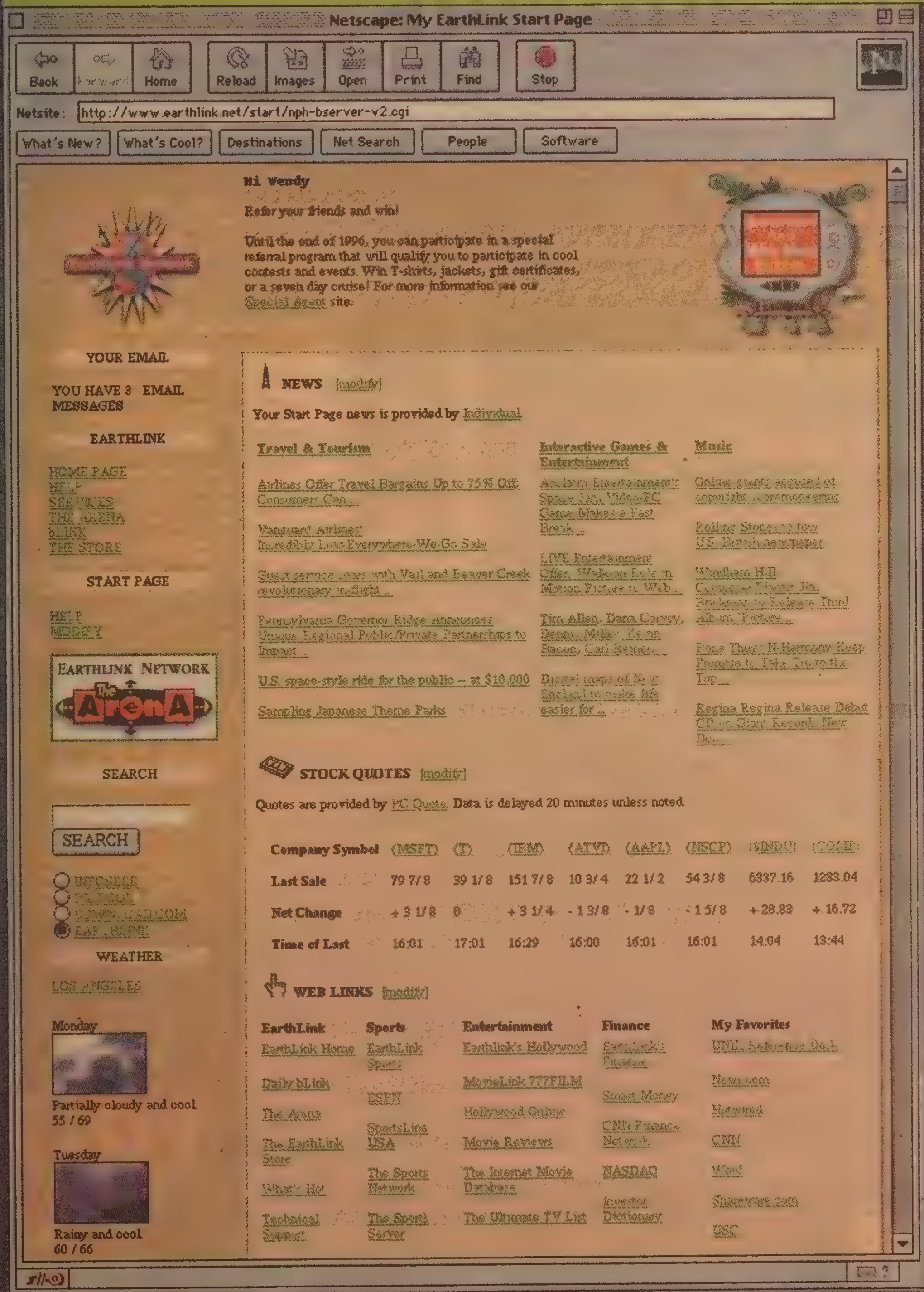

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○ INFOSEEK
○ [illegible]
○ [illegible]
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WEATHER

LOS ANGELES

Monday
Partially cloudy and cool
55 / 69

Tuesday
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60 / 66

NEWS [modify]

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Tim Allen, Dana Carvey, Dennis Miller, Kevin Bacon, Carl Reiner...

[illegible] easier for ...

Music

Online giants accused of copyright [illegible]

Rolling Stones ... U.S. British newspaper

[illegible] Album 'Picture ...

[illegible] Top ...

Regina Regina Release Debut CD on Giant Record; New Bo...

STOCK QUOTES [modify]

Quotes are provided by PC Quote. Data is delayed 20 minutes unless noted.

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Net Change	+ 3 1/8	0	+ 3 1/4	- 1 3/8	- 1/8	- 1 5/8	+ 28.83	+ 16.72
Time of Last	16:01	17:01	16:29	16:00	16:01	16:01	14:04	13:44

WEB LINKS [modify]

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The Arena	SportsLine USA	Hollywood Online	CNN Finance Network	Hotwired
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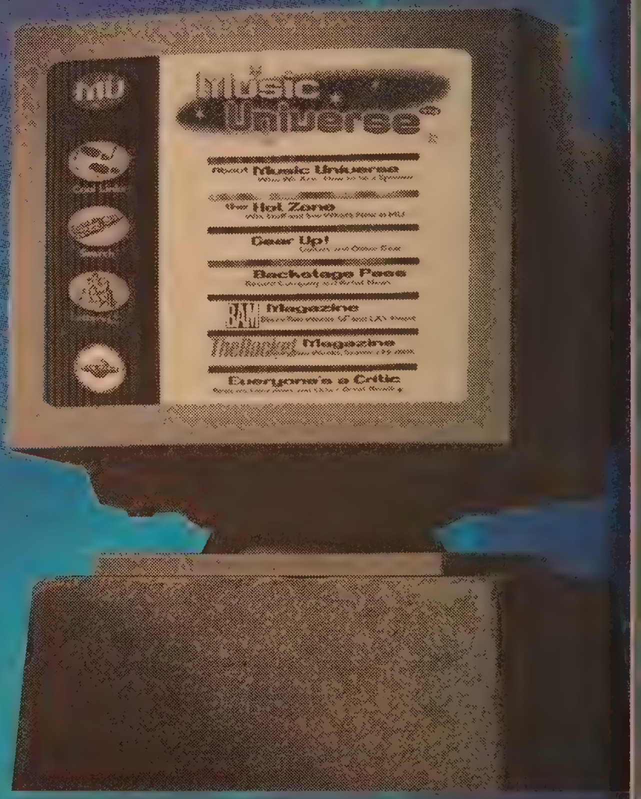
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cations and on Web pages, and that the culture of the Internet is basically American. So the Internet would be a form of American cultural imperialism.

It's not so. Some countries, such as Japan, perform practically all Internet actions in their local language. It's true that people in Japan have to use English to communicate with people in the States and elsewhere, but that's actually an advantage, since most people are more fluent in writing and reading a foreign language than in speaking it. The Internet in addition decouples information interchanges so that the person using a foreign language doesn't have to respond immediately, instead having time to think.

In The Place of French in the Internet part one *(http://www.mids.org/mn/606/french1.html)* and part two *(http://www.mids.org/mn/607/french2.html)*, Daniel Pimienta *(d.pimienta@funredes.org)* explored languages on the Internet by a simple but effective technique. He looked for keywords in Web pages, picking words that had cognates in English, French, and Spanish. His results were rather interesting. Yes, English is by far the most prevalent language on the Internet. Considering that about 60% of everything on the Internet is in the United States, and the next two countries by total hosts *(http://www.mids.org/mmq/304/)* are the United Kingdom and Canada, with Australia not far behind, any other result would be hard to understand. Nonetheless, French words counted about 5% of English ones, which would indicate around 4% of World Wide Web resources are in French. That is more than double France's percentage of Internet hosts. Not only that, but French comes in higher in certain cultural areas than others. And individual French cultural figures score high in traditional French cultural areas; everybody has heard of Napoleon, for example, even though Mickey Mouse is more famous. ■

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> Yes, English is by far the most prevalent language on the Internet. Considering that about 60% of everything on the Internet is in the United States, and the next two countries by total hosts are the United Kingdom and Canada, with Australia not far behind, any other result would be hard to understand.

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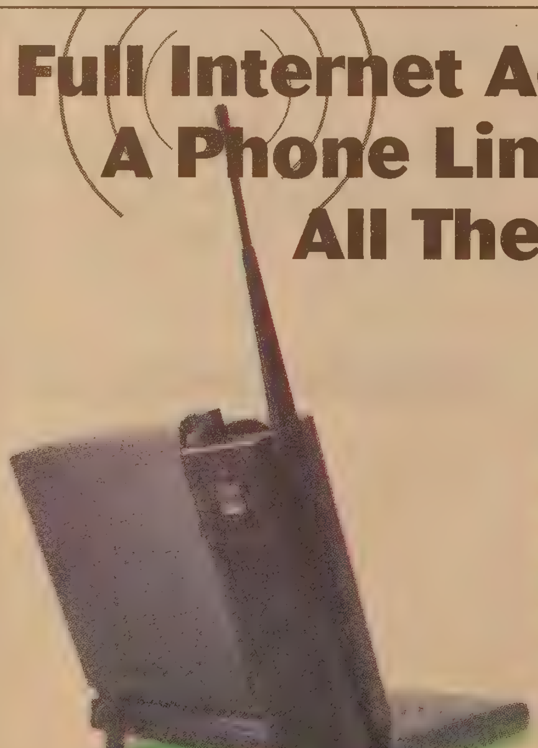

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All The News In '97

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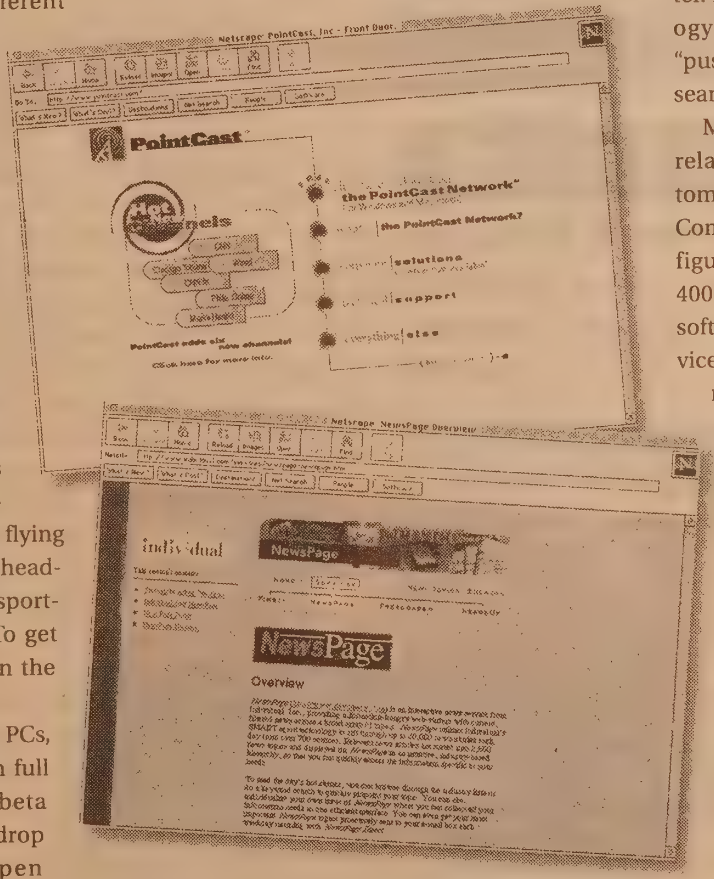
The good news for computer users with Internet connections is that there'll be a growing number and variety of online news sources from which to choose. These online services offer different business models to consumers—from advertising-supported broadcast of news to specialized, roll-your-own reports. Some services can be sent directly to your email address, while others you must go get yourself; there's even a news service that pumps the news to your computer automatically serving as newsfeed-as-screensaver.

PointCast

The PointCast Network delivers current news and information free to anyone with Internet access. The company's SmartScreen Technology kicks in anytime your computer is idle, transforming flying toasters into a news ticker. You can view headlines, stock quotes, weather reports and sporting results as they cross your screen. To get the full story, all you need do is click on the headline.

Already available for Windows-based PCs, PointCast offers a Macintosh beta, with full shipping version due soon. The Mac beta includes drop-down menus, drag-and-drop text and graphics, support for Open Transport and Internet Config, and cool screen fades that leverage the graphical power of the MacOS. So far, the Mac version offers six channels: News, Companies, Industries, Weather, Sports and Lifestyle. Sources include AccuWeather, Business Wire, EDGAR Online, PR Newswire, Reuters, SportsTicker, and Standard & Poor's Comstock stock ticker.

On the Wintel platform PointCast has received major support from big players. Microsoft, for instance, has announced it will include the PointCast Network on the Microsoft Internet Explorer Active Desktop.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MSNBC, the online joint venture between Microsoft and NBC, has also agreed to be a news and information provider. Additional sources available to Active Desktop users include: *Time, People*, and *Money* magazines; *The Boston Globe*, CNN, Reuters, *San Jose Mercury News*, and *The New York Times*. Also, as part of the agreement between PointCast and Microsoft, PointCast will distribute Microsoft's Internet Explorer Web client as its preferred Internet browser, upon the release of its PointCast Network 97 due in the second quarter. PointCast will also support Active X technology and formats that support the ability to "push" content to users without their having to search the Net.

Meanwhile, Compaq has expanded its initial relationship with PointCast to deliver a customized version of the PointCast Network. The Compaq Channel, now shipping with most configurations of the Compaq Deskpro 2000 and 4000, provides distribution of articles, news of software and driver updates, new products, service and support topics, press releases, industry news, and other information important to Compaq— and, perhaps, its users.

Software for the PointCast Network is free. Advertising also marches across your screen in addition to "da news." Both Windows and Macintosh versions of the PointCast client software can be downloaded from *http://www.pointcast.com* . Note that the first Mac version requires a PowerPC and the use of Open Transport, while a 68K version is still in development. PointCast provides registered users with complimentary tech support on a one-business-day turnaround. A wide range of automated services, including constantly updated status reports for the PointCast Network, are available by calling 1-800-586-4733.

NewsPage

Individual Inc.'s NewsPage is a subscription-based news service coupled with some advertising. You can get a personal NewsPage every business day, with up to twenty stories from 2,500 topic categories.

The service costs around $6/month to start. The first thing you do is set up your user profile, which lets you pick from the various categories of news, from company names to industry sectors like Communications Servers and Asynchronous Connectivity Overview, or Digital Photography and Cameras. Once you've set up your profile, Individual sends an email to your address, listing twenty story headlines chosen from those categories. You use your Web browser to log on and select which stories you want to read. While you're there, you can also do specific topic or name searches or change your profile at any time.

> Individual Inc.'s NewsPage is a subscription-based news service coupled with some advertising. You can get a personal NewsPage every business day, with up to TWENTY stories from 2,500 topic categories.

Upgrades to NewsPage enable you to receive the full text of all twenty stories without having to log on each day to get the ones you actually want to read thoroughly. The Web site lets you browse the entire day's content or search for older stories. There are also links to the hot spots, the Top 10 requested NewsPage categories. An interesting snapshot of what NewsPage users think is important: Interactive Media Business Overview, Front Page Business News, Automotive Industry Overview, Internet Overview, Front Page Healthcare News, Worldwide Web Overview, New Web Services & Pages, Major Pharmaceutical Companies, Top 25 Semiconductor Companies, Motion Picture Industries. Hmmm. You can also click on stock quotes for an update from major stocks and exchanges. And there is an online assistance area.

Individual Inc's Personal NewsPage is featured by Netcom, a national Internet Service Provider (ISP), at no cost. But the sources are limited. A $4/month upgrade gets you free access to most of the premium sources. While many ISPs have jumped on the $20/month flat-rate, unlimited Internet access bandwagon, others who still charge higher hourly rates, like Netcom, offer services like NewsPage to their branded service to differentiate themselves and to add value in what has quickly become a commodity market.

News and information sources for NewsPage include, but are not limited to: AP, Business Wire, CMP Publications, Cahners, Canada Newswire, Chilton, Crain, Knight-Ridder, Kyodo News International, Newsbytes, PR Newswire, Phillips, Reuters, and Ziff-Davis. NewsPage advertisements are simple message banners at the top frame of the browser; I have never found them intrusive, nor actually compelling enough, really, to click on one. You can contact Individual Inc. via the company's Web site at *http://www.individual.com/*.

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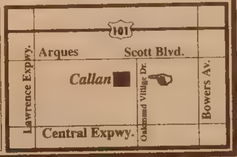


Daily News

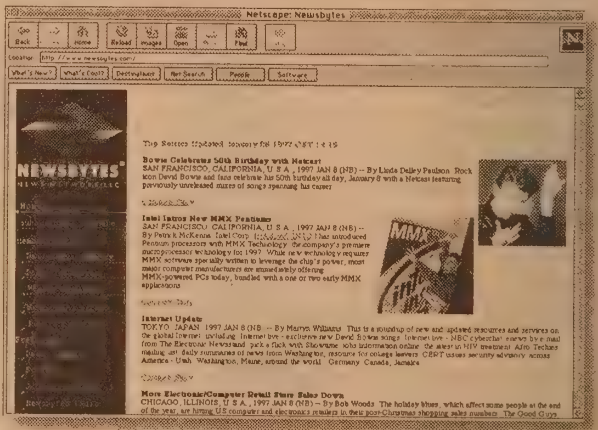
Some Internet search providers are also getting into the news service business, as well. InfoSeek has recently announced its first news service, called Daily News. Positioned to attract corporate Internet users, the Daily News will allow Web users to search for articles from six news publishers: *The New York Times, The Los Angeles Times*, the *Washington Post*, the *Chicago Tribune*, the *San Jose Mercury News*, and MSNBC. At first, InfoSeek will allow searches for same-day stories only, but has plans to allow fuller time-dated queries.

InfoSeek has also said it will expand its list of news and information sources to over 1,000, with a one-month archive. An automated clipping service will also be rolled out that will enable users to receive all articles on a certain topic.

In the heat of Internet search-engine competition, InfoSeek claims its news service will be different because it will offer more "high-profile" sources. This, in its bid to distinguish itself from other popular search engines like Yahoo, which InfoSeek claims is mainly targeted towards consumers. InfoSeek wants to focus on its estimated 70% of existing users who are corporate customers.

Newsbytes

As many online news services, including some of those mentioned here, publish Newsbytes, you may want to get closer to the source. Founded in 1983 by Wendy Woods, Newsbytes provides comprehensive coverage of computer-industry topics with firsthand reports from writers all over the world.



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SAN FRANCISCO, CALIFORNIA, U.S.A., 1997 JAN 8 (NB) -- By Linda Delley Paulson. Rock icon David Bowie and fans celebrate his 50th birthday all day, January 8 with a Netcast featuring previously unreleased mixes of songs spanning his career

Intel Intros New MMX Pentiums
SAN FRANCISCO, CALIFORNIA, U.S.A., 1997 JAN 8 (NB) -- By Patrick McKenna. Intel Corp. [illegible] has introduced Pentium processors with MMX Technology, the company's premiere microprocessor technology for 1997. While new technology requires MMX software specially written to leverage the chip's power, most major computer manufacturers are immediately offering MMX-powered PCs today, bundled with a one or two early MMX applications

Internet Update
TOKYO, JAPAN, 1997 JAN 8 (NB) -- By Martyn Williams. This is a roundup of new and updated resources and services on the global Internet, including: Internet live - exclusive new David Bowie songs, Internet live - NBC cyberchat, enews by e-mail from The Electronic Newsstand, pick a flick with Showtime, jobs information online, the latest in HIV treatment, Afro Techies mailing list, daily summaries of news from Washington, resource for college leavers, CERT issues security advisory, across America - Utah, Washington, Maine, around the world: Germany, Canada, Jamaica

More Electronic/Computer Retail Store Sales Down
CHICAGO, ILLINOIS, U.S.A., 1997 JAN 8 (NB) -- By Bob Woods. The holiday blues, which affect some people at the end of the year, are hitting US computer and electronics retailers in their post-Christmas shopping sales numbers. The Good Guys

You can subscribe to the Newsbytes US Web site for as little as $70 for a prepaid 12-month subscription. The Web site lets you read the full text of any or all of 30-50 articles daily. You can also view and download product photographs, do a key word search or download all of the day's stories.

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BY MICHELLE V. RAFTER

Stop Spam!

Fighting Back Against Electronic Junk Mail

You get it. You despise it. So quit complaining and do something about it. It? Spam. Junk email. Unsolicited bulk mailings. Postage due marketing.

Whatever you call it, the unwanted crud is creeping into in-boxes everywhere like so much electronic kudzu, the scourge of the PC class.

Unless you're Rip Van Cyber-Winkle, you know spam is commercial messages, mass-mailed to scores (if not hundreds or thousands) of unsuspecting email users simultaneously to advertise the senders' newest gizmos or get-rich-quick schemes. Spammers buy email addresses in bulk from companies that use software robots to collect them from Usenet posts, Web directories and Internet access providers' member databases. Why do people hate it? Apart from being incredibly annoying and violating every known rule of Net behavior, spam costs time and money to get and get rid of, for both Internet access companies and consumers. In fact, spam has become Internet users' Big Gripe, leading companies such as America Online and CompuServe to sue super-spammer Cyber Promotions Inc. to stop hundreds of thousands of junk messages from flooding their mail portals every day. Exasperated consumers are signing online petitions and screaming for anti-spam regulations. Crusaders have taken to building Web sites exposing stupid spam tricks.

The problem is, it's not so easy to get rid of the problem. There's no spam repellant that works everywhere, every time. There's no American Junk Email Association to call and remove yourself from The List. There's no anti-spam law, and it's not clear whether existing legislation banning junk faxes and certain telephone solicitations is broad enough to cover junk electronic mail.

But that doesn't mean you have to take it.

You might not be able to kill off the spammers—wouldn't that be nice?—but you can prevent most of their sales pitches from clogging up your email box. How? Remove yourself from email lists, use mail filters, excise personal information from Web directories and complain to anyone and everyone connected to the problem.

Read on, and be spam-free.

1. Return to Sender

The simplest way to stop getting spam is to remove yourself from the spammer's mailing list, though it's a little more complicated than hitting the "Reply" key and saying "Get lost." When you get spam, look for instructions within the solicitation that explain how to get off the list, usually a separate email address to write.

If you log onto the Net from America Online, CompuServe, Prodigy or another online service, make sure to include your entire Internet address in your request (i.e. "name@aol.com" or "name@prodigy.com"), not just the I.D. you use on the service.

In the unlikely event a spammer includes an address, phone or fax number in the message, follow up your online request with a snail-mailed letter, call or fax.

> **Whatever you call it, the unwanted *crud* is creeping into in-boxes everywhere like so much electronic kudzu, the *scourge* of the PC class.**

Unfortunately, many spammers don't include instructions for de-listing yourself, and just as many fake their return addresses to play hard to get. If that's the case, you'll need to do a little more work.

2. Be A Cry Baby

You've asked to be removed from a spammer's mailing list but the garbage is still piling up. Now's the time to complain.

Start by writing the spammer's Internet service provider. Because spammers hide behind fake email addresses, that's easier said than done. You can ferret out a spammer's real address, or at least the domain they're sending mail from, by tracing information in the spam's Header field, the lines of code that trace the machines through which a piece of email has traveled. See Internet consultant John C. Rivard's Stop Junk Email site (*http://www.mcs.com/~jcr/junkemail.html*)for an excellent step-by-step guide to tracing spam to a legitimate address on a legitimate server. The alt.spam FAQ (*http://digital.net/~gandalf/spamfaq.html*), "Figuring Out Fake Email & Posts," also provides a complicated but thorough explanation of how to spot a fake return email address and trace it back to its roots.

If you know the domain the spammer is using to send mail, you can use InterNIC's *whois* service (*http://rs.internic.net/cgi-bin/whois*) to find a name, address and phone number for a person responsible for that machine, and

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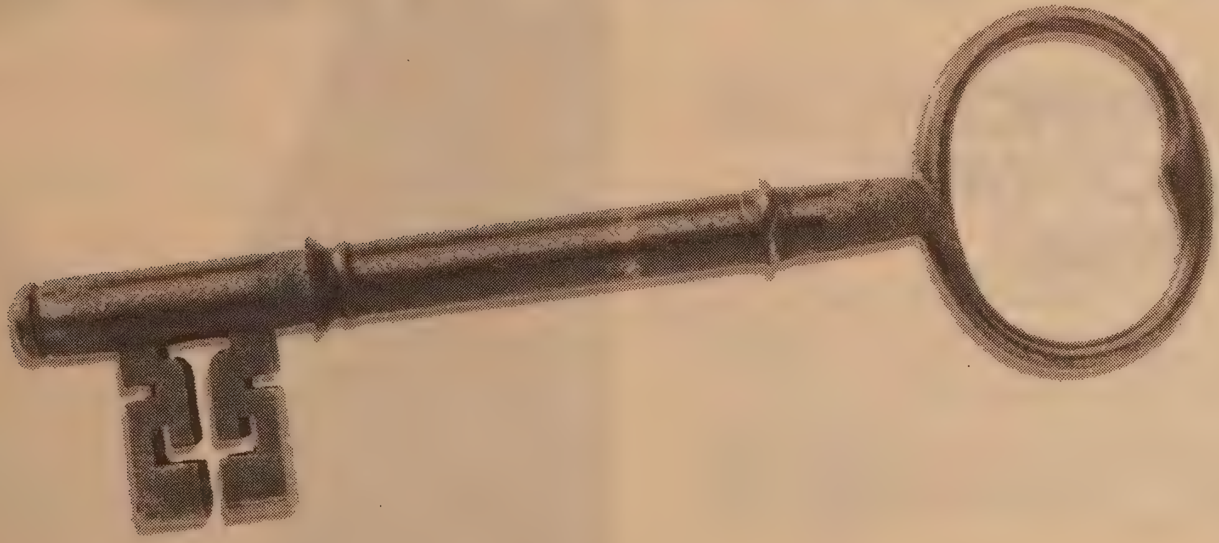

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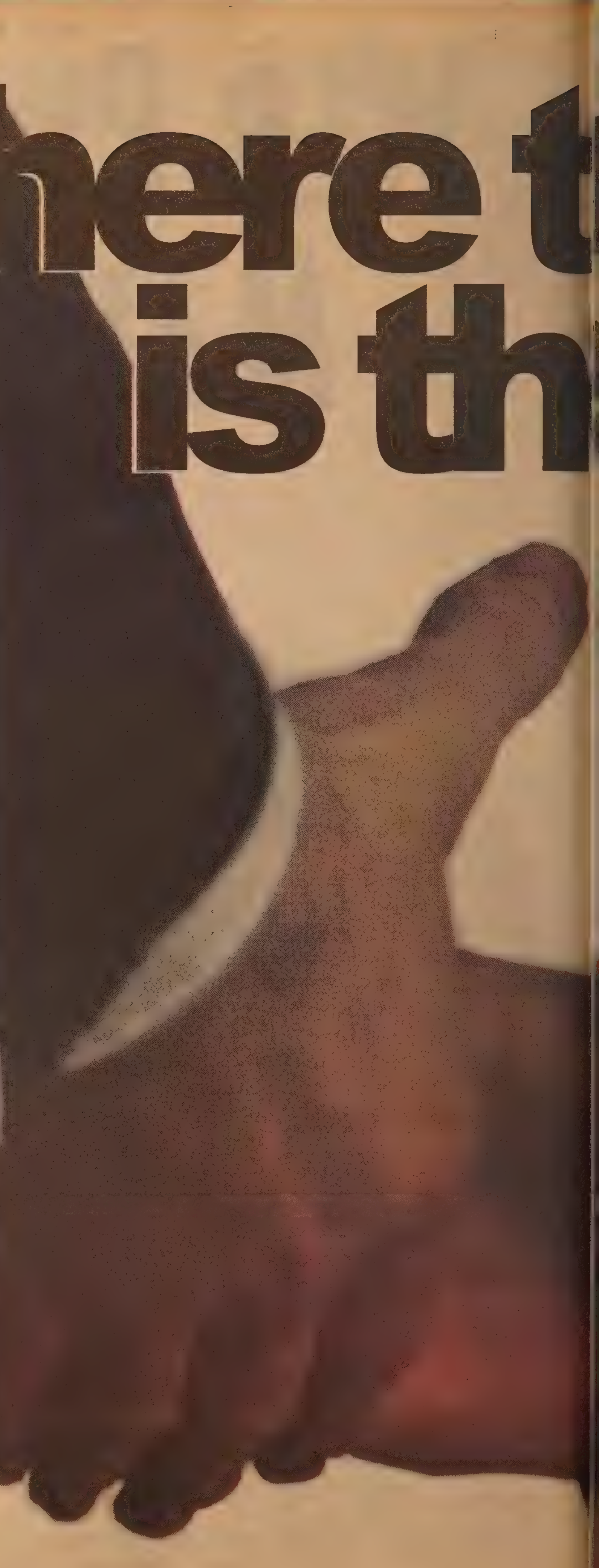

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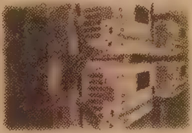

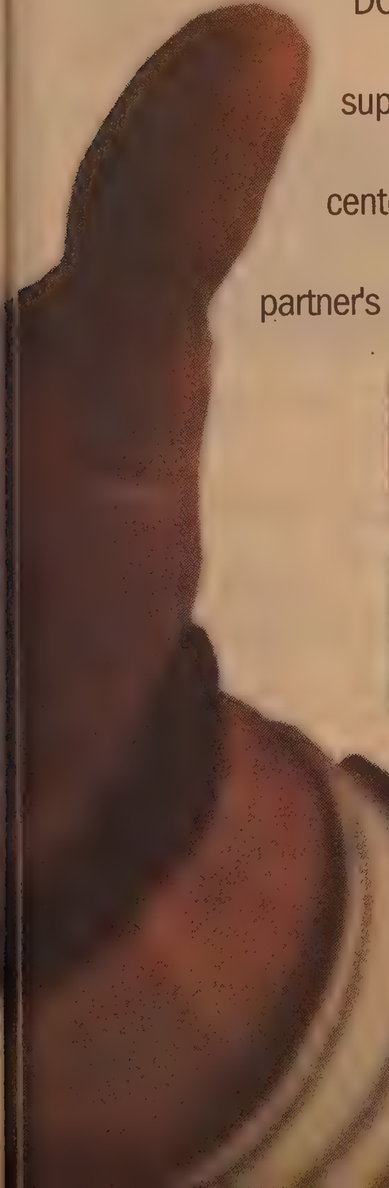

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Stop Spam! *continued from page 174*

who their ISP is. If you can't get a name, most domains registered with InterNIC have an "abuse@(domainname).com" account you can send complaints to. Some non-standard abuse addresses are: *support@portal.com* , *70006.001@compuserve.com* , *GNNadvisor@gnn.com* , *spamcomplaint@mci.net* , and *srb@spry.net* . America Online subscribers can forward junk email to TOSemail1 or TOSemail2, and read more about what to do at Go: Spam Update.

It wouldn't hurt to alert your own Internet service provider to incoming spam, especially if the spammer is sending out mass mailings with a forged I.D. that makes it look like the mail came from them.

3. Don't Be a Bozo, Use One

To weed out unwanted mail before you see it, use a "bozo filter." Most email programs have built-in filters for routing mail to different inboxes, sorting messages based on their importance and blocking mail from stalkers, harassers and other weirdos. The same filters can be set up to spot mail from a known spammer and automatically transfer it to your email program's electronic round file.

For example: Qualcomm's Eudora Pro 3.0 software could be programmed to spot incoming messages from "anyone@evilspammer. com" in the "From:" or "Reply-To:" lines of the Header field and automatically transfer them to the program's Trash mailbox. Unfortunately, free versions of Euroda Lite widely disseminated by Internet access providers don't have filter options.

Internet users who log on from UNIX machines can set up filters on procmail and mailagent, or BBDB (*http://www.netscape.com/people/jwz/bbdb/*), all popular UNIX email readers. Find more details in a comprehensive filtering mail FAQ (*http://www.cs.ruu.nl/wais/html/na-dir/mail/filtering-faq.html*) for UNIX users.

If you log on at work, server-based email programs such as Lotus Notes, Microsoft Exchange and Novell GroupWise can be configured to block addresses. If you're getting spam on the job, let your company's Internet administrator know you've got a problem and ask what they can do about it.

In mid-October America Online installed its own junk email blocker, a service called Preferred Mail that filters ads from more than fifty known spammers. AOL subscribers who want to receive commercial mailings (yes, some people do) can turn off the block at Go: Mail Controls. AOL is curbing its own junk mailings, allowing customers to permanently block the pop-up ads that appear when they log on by altering their member profile at Go: Marketing Preferences. CompuServe is considering adding spam blockers as well.

Filters have one major downfall: You can't block addresses you don't know about, and spammers change addresses more often than Dennis Rodman changes hair color. To really get rid of spammers, you've got to outwit them.

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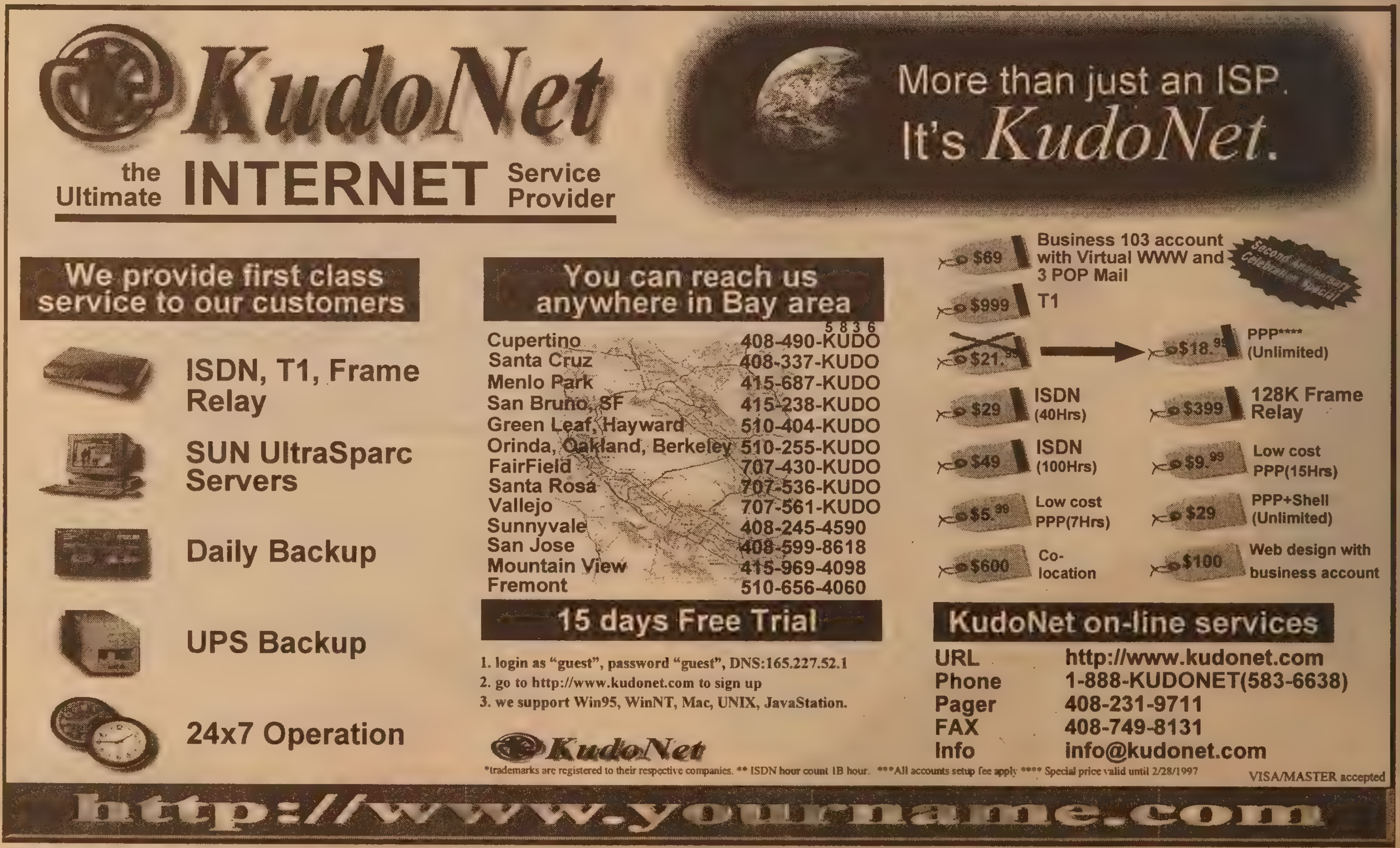

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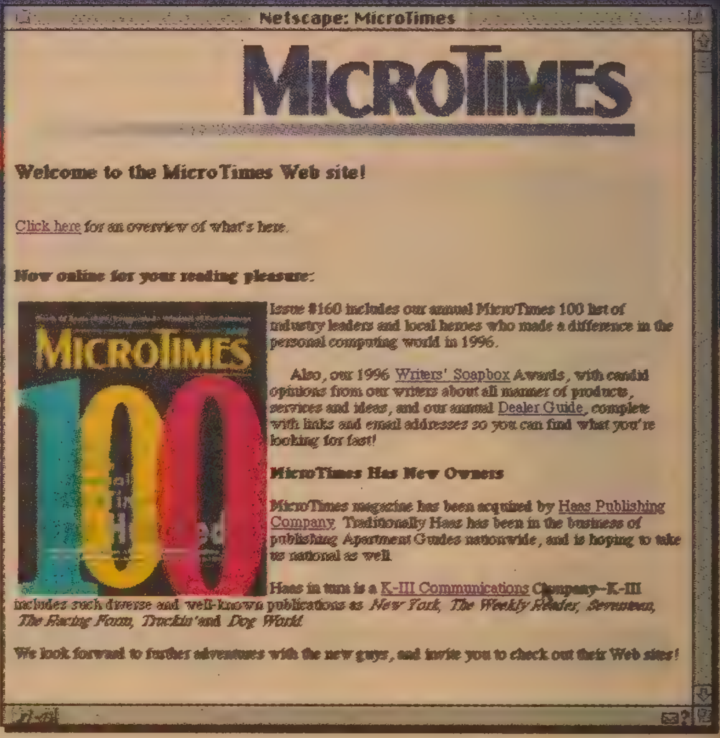

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Online Guide

BY JON LEBKOWSKY

"Parental Control" Software

Who's Really In Control?

CyberSitter has already driven me nuts tonight.

I loaded the ten-day review copy of the software, then found my mailbox blocked because it's at an "offensive" site, *well.com* . I had to disable the blocking function and restart Windows to send and read email! Imagine my surprise.

My reasons for evaluating CyberSitter have nothing to do with wanting to block sites from my 4-year-old grandson, who lives with us, and who's into Tonka and Sonic the Hedgehog on CD-ROM, and so far totally uninterested in the World Wide Web. In fact, I wouldn't block his access if he were a teen, all surging testosterone fizz and high curiosity about worldly matters. I wouldn't block, because blocking is not good parenting. It's convenient, for sure; it would save me the task of facilitating his understanding.

Authoritarianism is like that, and believe me, CyberSitter is about authoritarianism: In addition to blocking the "bad" sites, CyberSitter tracks "violations" and records them for parental followup.

To Block Or Not To Block

My real reason for checking this software out is the latest Net controversy. To tell you how I got here I should roll back the clock several months, to the point where reporter/activist Declan McCullagh and I engaged in heated debate about blocking software.

I can see in retrospect that we were having two quite different conversations. Declan argued the negatives of blocking software, especially the consumer's ignorance of the content of the blocking software's database, which is encrypted and "hidden," ostensibly because it's a competitive trade secret. If I have access to your database and know who you're blocking, I can build a competing product that will block the same sites and then some.

Since the database is hidden from view, the parent has no way of knowing if, for instance, it follows a political agenda, e.g. blocking all "leftist" sites but not sites that follow a right-wing agenda (pro-gun, anti-abortion, etc.)

> BLOCKING SOFTWARE IS A CONCEPTUAL REPLACEMENT OF GOVERNMENT CONTROL WITH PARENTAL CONTROL, AND THAT'S WHAT WE ALL WANT. BUT IT'S AN ABDICATION OF PARENTAL CONTROL TO A THIRD PARTY, THE SOFTWARE MANUFACTURER WHO MAKES DECISIONS ABOUT WHAT'S OKAY AND NOT OKAY FOR KIDS TO SEE AND READ.

I was arguing the parent's right to block, not because I thought blocking was a Good Thing, but because an argument that a child's information rights supersede parental authority seemed impractical and wrong-headed, given that we haven't clearly won information rights for adults at this point.

Though I'm still convinced that a parent has the right to block, if that's what (s)he wants to do, the CyberSitter experience has brought clarity to my slightly overtaxed mind regarding Declan's arguments, and I have to agree that blocking software has some real problems, especially given the example of CyberSitter.

SolidOak, which sells CyberSitter, says the software blocks "any site that contains content that parents might find objectionable for their pre-teen children." But it's not necessarily pre-teens that are blocked. As CEO Brian Milburn told me: "CyberSitter is intended for use by parents. Our criteria are based on pre-teen users; however, it is entirely up to the parent how it is used and whom it is used with." It's possible, then, that a teenager of 17 or 18 years might face pre-teen access restrictions.

Investigative Surfing

There are several other blocking software packages (such as SurfWatch, CyberPatrol, NetNanny) with blocking policies more or less extreme, but none of these packages discloses what's blocked. However, you can use trial and error to compile lists of blocked sites: Just surf, and see what's not allowed, making a list as you go along.

According to 18-year-old Bennett Haselton, that's just what he did, but the publication of the list on his Web site at *www.peacefire.org* riled CEO Milburn, who was already concerned over the publication last July, in Brock Meeks' *CyberWire Dispatch*, of a list of words blocked by CyberSitter (***http://www.eff.org/pub/*** *Publications/Declan_McCullagh/cwd.keys.to.the.*

kingdom.0796.article). When Haselton's list appeared, Milburn accused him of "reverse engineering" Cybersitter and ghostwriting the *CyberWire Dispatch* article.

Just what data from CyberSitter was "revealed?" The piece in *CyberWire Dispatch* includes seven lines containing terms that CyberSitter blocks; and Haselton's site includes a relatively short list of sites that are blocked. When asked whether he still holds the opinion that his software was "reverse engineered," which customarily connotes analysis and reconstruction of the actual code, Milburn replied, "There is no opinion about it. It is a fact."

I did the same thing Haselton says he did: downloaded CyberSitter and surfed selected sites. I chose forty-three sites, some from my own list of bookmarks, others off the top of my head (like *playboy.com*, which was blocked, and *nra.org*, which wasn't). I was surprised to find only eight sites blocked: *naughty.com*, *playboy.com*, *io.com*, *c2.org*, *now.org*, *desires.com*, *well.com*, and *sex.com*. Some of those are obviously focused sexual content and adult themes, but sites like *io.com* and *well.com* are service providers; their offense is that they don't restrict content of their users' Web pages.

The problem is that one or two users with offensive material result in blockage of the whole site. CyberSitter blocks the primary domain, not just the particular page. I was also surprised that the literary Web page Urban Desires (*desires.com*) was blocked, but not similar publications at *word.com* and *salon1999.com*. Evidently that word "desires" triggered the blockage.

Which brings us to the fact that CyberSitter blocks words, too, so your rooster better be a rooster and not a cock, you better be uptight and not anal, and God forbid that you should be tasteless. Incidentally, CUSeeMe was blocked, too, and I can only imagine that the CyberSitter surfers saw this as "I'll show you mine if you'll show me yours." Other interesting blocks: hotlist, terror and heime. I don't even remember hitting these words while I was surfing, but they were evidently buried in documents I was downloading.

I expected more site blocks, and I expected to see a right-wing agenda, since the NOW site was blocked, evidently for its coverage of gay and reproductive issues. I find myself wondering why *www.well.com* would be blocked, but not *www.hotwired.com* (which is often frank about sex and drugs), or *www.hyperreal.com* (a rave site with positive info about psychedelics).

What To Do?

But I digress. Though the CyberSitter/Haselton thrash has been fun to watch, it's a distraction from the serious issues at play here.

Let me tell you how this strikes me, subjectively: I can't argue the blocking companies' right to create and distribute their wares, or the parent's right to use the software as it was intended. But I don't like the concept of blocking, and I especially don't like the lack of disclosure of the blocking database. So what do I do?

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"Parental Control" Software *continued...*

The answer is this: We need vociferous, high-visibility debate, not just about blocking software, but about a child's information rights, particularly a teenager's rights; and about the whole issue of content control on the Internet.

Many of us thought, when the Communications Decency Act (CDA) was passed into law, that blocking software was the better response to the issue of "objectionable" material online. The CDA has since been overturned by a lower court, and this decision, appealed by CDA proponents, will soon get a hearing in the Supreme Court.

Blocking software will get a continued push by some as the logical solution, since it's a conceptual replacement of government control with parental control, and that's what we all want.

But as writer Jon Katz has noted, this is trading the rights of children for the rights of adults. Not only that, it's an abdication of parental control to a third party, the software manufacturer who makes decisions about what's okay and not okay for kids to see and read.

Another unhappy byproduct of the dependence on blocking software is the power the producers of these packages will gain, and the potential for abuse of that power. CyberSitter responded to the critical pages at *www.peacefire.org* not only by blocking peacefire, but also by threatening to block the pages of Media3, peacefire's provider, if those pages were not pulled.

> THOUGH I'M STILL CONVINCED THAT A PARENT HAS THE RIGHT TO BLOCK, I HAVE TO AGREE THAT BLOCKING SOFTWARE HAS SOME REAL PROBLEMS, ESPECIALLY GIVEN THE EXAMPLE OF CYBERSITTER.

SolidOak claims over 900,000 paid licensees of CyberSitter, and the list is growing. Addition of a site to CyberSitter's database amounts to an involuntary boycott by all the licensees, most of whom don't have a clue which sites are blocked.

Remember my problem, back there in the first paragraph? I was blocked, and I had to restart my computer to regain access. How many folks, once they set the filters, will restart when they hit a block? Some will trash CyberSitter, but others will accept a self-imposed censorship, a Disneyfication of their Internet experience.

So an attempt to control the content available to children will default to control of all content for some. If that's what they want, fine, as long as they understand just what they're getting. ■

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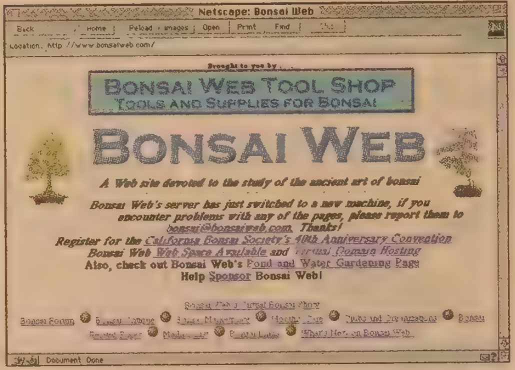
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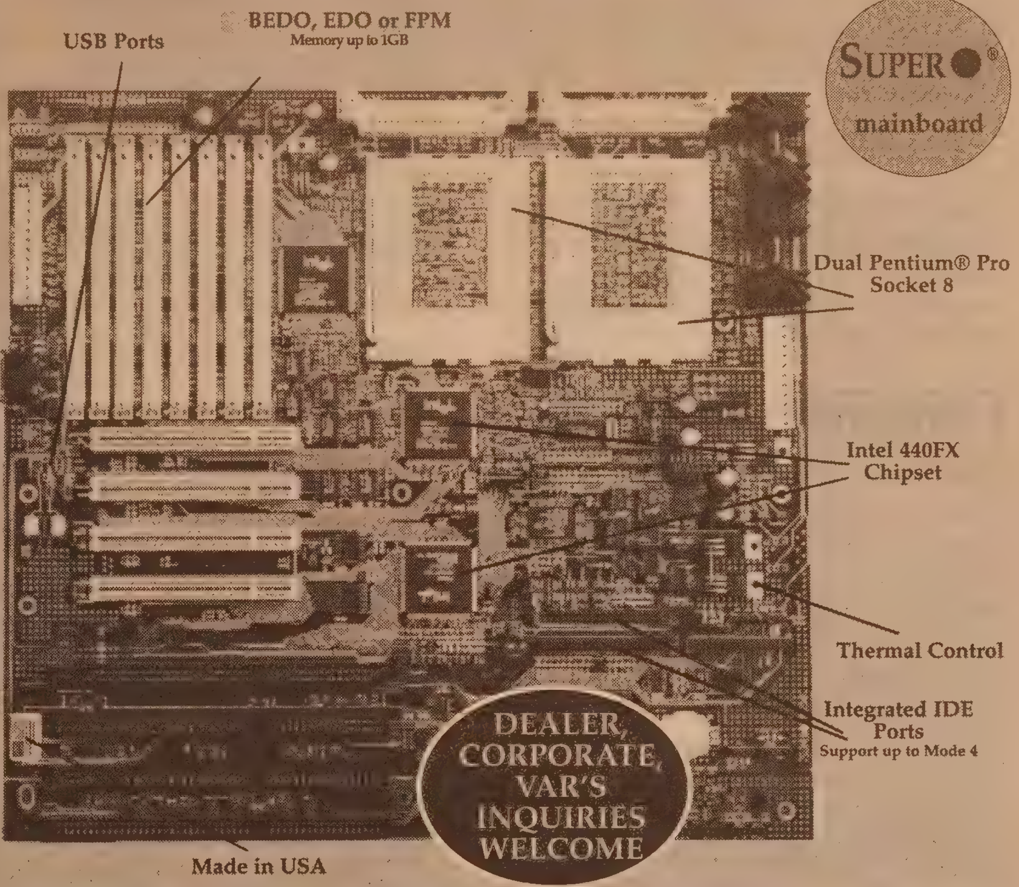
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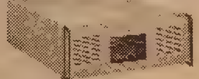

- 19" Rack Mount
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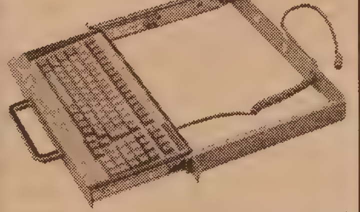
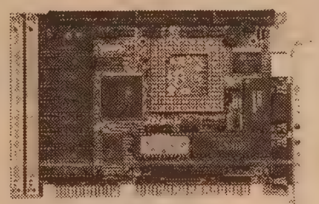
- Hold Down Clamp Protects from Vibrations
- 3 Cooling Fans with Air Filter

IAC-K051



19" Rack-Mount 1U Keyboard Drawer with 101-keyboard

AP-4100AA



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- Hold Down Clamp Eliminates Vibrations
- Lockable Front Door

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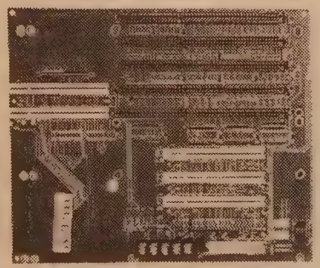
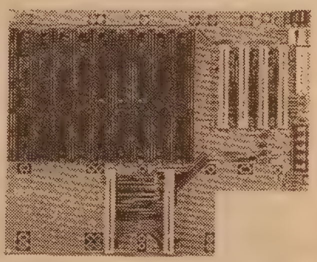
19" Rack-Mount Monitor

AP-PSL08



8-Slot PCI-ISA PICMG Passive Backplane

AP-PSL14



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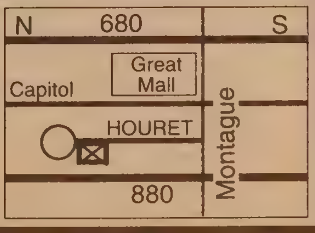
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Capitol
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Montague
880

Online Guide

Web Page Listings *continued...*

Equilio Web Design *http://www.equilio.com* [Exp. #163.]

Headline Media *http://www.headlinemedia.com* Full-service Web page design for Southern California and beyond. [Exp. #162.]

HKNet Co. Ltd. *http://www.hknet.com/* Hong Kong's leading ISP for business and professional communications applications, including for traveling Internet users. [Exp. #163.]

Human Dimensions *http://www.humandimensions.com* Web design and content development from professional designers and programmers. [Exp. #162.]

ilovetheweb *http://www.ilovetheweb.com* A new Web guide that's like Yahoo, but different too. [Exp. #163.]

Integrated Site Designes *http://www.hooked.net/~tanabode* Free professional Web page design, $2 image scanning, Java and JavaScript coding, animated graphic designs. [Exp. #163.]

Joe's CyberPost *http://www.joes.com/* Publish your own free "instant home page" in minutes. [Exp. #163.]

LocalSites *http://www.localsites.com* Local area directories of Web sites. Opportunities available to manage you own LocalSites area. [Exp. #162.]

MainNet *http://www.mainnet.net* Provides a full range of Internet and networking services and solutions, fast access, reliable hosting, and excellent service. [Exp. #162.]

My-Kids.com *http://www.my-kids.com* Commited to developing Web sites that capture life's precious moments and break down the barriers between family and friends. [Exp. #161.]

Net Host *http://www.host1.com* We provide quality services including Web hosting ($19.95), design, promotion, and domain registration at low costs. [Exp. #161.]

Online Presence Providers *http://www.downwithopp.com/* Do business online for $1 per day. Unparalleled service, quality, and value. Experience the difference. [Exp. #161.]

P-Net *http://www.p-net.com/* P-Net offers complete design, service, and support for your Web pages, including HTML coding, CGI scripting, and scanning. [Exp. #161.]

Pacific Internet Systems *http://www.pbs1.com* Internet access and Web page housing. First month free. (714)452-9110. [Exp. #163.]

Pasadena Networks *http://www.pasadena.net/web/* Let Pasadena Networks host your business or personal Web pages. [Exp. #163.]

Rick's Webpages By Design *http://www.megamed.com/RickHome/index.html* Offering a unique combination of Web page design — quality and creativity, both personal and for businesses. [Exp. #162.]

Spyglass Internet Advertising *http://www.offramps.com/spyglass* Affordable, high-quality Web site development. Helping you market your business on the Internet. [Exp. #162.]

Star One Internet *http://www/scv/net* Now serving Santa Clarita Valley. Unlimited access $19.45/mo. plus $20 set-up. Web hosting for businesses. [Exp. #161.]

SteppinStone Web Design *http://www.primenet.com/~kantoku/see/design.html* Affordable Web design. [Exp. #161.]

SupportHelp.com *http://www.SupportHelp.com* The Internet's newest search engine. [Exp. #161.]

TM Solutions *http://www.tmsolutions.com* Web hosting and development. Custom online database applications and programming. [Exp. #163.]

UC World Network *http://www.UCWorld.net* We specialize in consumer and business dialup services, Web hosting and design. [Exp. 164.]

Virtual Servers *http://www.adgrafix.com/info/lghee* Come find out why your organization needs a Web site. [Exp. #163.]

Web Design Resource Center *http://www.bha3.com/wdrc* Affordable Web design and hosting. [Exp. #163.]

Web Hosting & Web Design *http://www.webplaza.com* Specializes in Web hosting, design, and presence. Call for further details: 1-800-493-2752. [Exp. #161.]

Web/Internet Tutorial Site *http://www.squareonetech.com* Attention newbies. Check out SquareOne's Web tutorials, Internet glossary, shareware, and links. [Exp. #162.]

Whole Earth Networks *http://www.wenet.net* Providing dial-up access, Web hosting, and high speed connections. Specializing in turnkey solutions for commerce on the Internet. [Exp. #162.]

Wishing Well Sysops' Corner *http://www.geocities.com/SiliconValley/1838* Best BBS resource on the Internet. [Exp. #162.]

WOLNET *http://wolnet.com* Complete Internet Service Providers. [Exp. #162.]

Working Assets Online *http://www.wald.com* The first ISP that donates money (1% of Internet charges) to groups working to house homeless, save the rainforests, and others. [Exp. #162.]

SERVICES & PRODUCTS FOR SALE

4insurance.com *http://www.4insurance.com* Get the best rates on insurance without the hassle. Free online quotes. [Exp. #162.]

American Greetings Online *http://www.americangreetings.com* Order and send cards, flowers, candy, and more from your personal computer. [Exp. #161.]

Anil Raman Insurance Agency *http://www.wco.com/~raystark/ramam.html* Personal and commercial lines of insurance. English and Hindi spoken. [Exp. #161.]

Antique Mall *http://www.iinet.com/users/antiqmal* A database of antique items, dealers, collectors, appraisers, repair, and restoration. Free appraisal on one item. [Exp. #161.]

The Booksmith *http://www.booksmith.com* The Internet's leading independent bookstore: search our inventory, browse store selections, author events, and more. [Exp. #162.]

Bootquarters, Inc. *http://www.bootusa.com* One stop shop to major name brand footwares: Timberland, Caterpillar, Frye, Harley Davidson, and more. [Exp. #163.]

Cherry Coke Wall *http://www.ccwall.com* Designed to break the barriers of conventional marketing on the Internet. [Exp. #161.]

Coffee Anyone? *http://www.coffee-anyone.com* The original computer coffeehouse. [Exp. #161.]

Commercial-directory.com *http://commercial-directory.com/free-ads* Place free classified ads in hundreds of newspapers worldwide. [Exp. #162.]

Compare.net *http://www.compare.net* An interactive shopping guide to today's automobiles, audio/video electronics, services, and appliances. [Exp. #163.]

Computer ESP *http://www.uvision.com* A free one-stop directory to easily save you time and money when shopping with cyberstores. [Exp. #162.]

Conquest Industries *http://www.vpm.com/conquest/* Manufacturers of Spincasting machines, the ideal tool for the creative entrepreneur. [Exp. #162.]

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- I/O w/2 Serial, I Parallel w/16550
- Teac 1.44MB Floppy
- 17" Sony 200SX Color Monitor
- 4MB Mattrox Mystique PCI Video Card
- Keytonics MS 95 104 Keyboard
- Medium Tower Case w/230 Watt P/S
- 33.6 Baud V.34 Interior Fax/Modem
- Microsoft Serial Mouse
- Phillips 10-Speed CD-ROM
- 32 BIT Sound Blaster P-N-P Sound Card
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- 2MB Diamond Stealth Video VRAM
- Keytronics 104 Keyboard
- Medium Tower Case w/300 Watt P/S
- 3COM 905TX 10/100 Ether Card
- US Robotics 33.6 V.34 Sportster
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- Teac 1.44MB Floppy
- **15" NI, 28dpi, Color Monitor**
- 2MB Trident PCI Video Card
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- Toshiba 6 Speed CD-ROM
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Cyber City 900 *http://www.winnerpage.com/?46625* Find a date, discover your future, or explore a super network of trivia, advice, and sports. [Exp. #161.]

Cyberdocs *http://www.cyberdocs.com* Available around the clock, Cyberdocs provide live, online, medical care for patients in the comfort of their own home, or wherever they may access the Internet. [Exp. #161.]

Cybermation *http://www.cybermationsys.com* Manufacturer and distributor of the versatile, affordable SKC-2000 motion control system. [Exp. #163.]

DB Publications *http://www.dbpublications.com* Printing and packaging for Silicon Valley. Meet our top-name clients, or request a quote. [Exp. #162.]

Digital Stock Corp. *http://www.digitalstock.com* Publisher of high-quality, royalty-free stock photography. [Exp. #161.]

Dogstuff *http://www.lasernet.com/dogstuff* 1997 Individual dog breed calendars, security signs, rubber stamps, freezer magnets, and more. [Exp. #161.]

E-Benefits *http://www.e-benefits.com* Internet-based health insurance agent that quickly allows either an individual or a small business employer to identify appropriate benefits plans and enroll within minutes. [Exp. #161.]

Executive Greeting Cards *http://www.baccoc.org/executive* Personalized business greeting cards. Currently displaying Christmas cards and calendars, some with Spanish and French verses. [Exp. #161.]

The Front Window *http://www.joes.com/frontwin* Unique gifts and collectibles. [Exp. #163.]

Futon Depot & Discount *http://goplay.com/clients/futon/adv/futon-1.html* Examples of furniture and futons available. Download discount coupon. [Exp. #161.]

Go 2 What's New *http://go2whatsnew.com* An Internet directory service specializing in the top and latest products from Fortune 500 to 50 Companies. [Exp. #162.]

Jim Zook—Illustrator & Graphic Designer *http://www.jimzook.com* Web graphics and designs, ads, brochures, corporate reports, etc. Available for parties, weddings, and barmitzvahs. [Exp. #162.]

Jones Biomedicals & Laboratory, Inc. *http://members.aol.com/jonbio/jblinc.htm* Provides scientific materials to educational institutions, fish food kits, and novelty items. [Exp. #161.]

L&L Enterprise *http://members.aol.com/lghees/llentrps.htm* L&L Enterprise is a national and international information and mail order distributionship. [Exp. #162.]

LifeScan, Inc. *http://www.LifeScan.com* Products, company, and diabetes self-care information to improve the quality of life for people with diabetes. [Exp. #161.]

The Market Place 2000 *http://www.themarketplace.com* TMP2000 is an interactive, real-time, online database of product information in business-to-business secondary markets. [Exp. #161.]

Melissa's World Variety Produce *http://www.melissas.com* Tempt your palette on this journey through the delicious and healthy world of exotic produce and specialty foods. [Exp. #162.]

Metro Media *http://www.metrostation.com* Information about Metro Media, a multimedia company specializing in print, video, and interactive communications. [Exp. #162.]

Nikon Camera *http://www.nikonusa.com* [Exp. #162.]

Pacific Corner Mall *http://www.pacificcorner.com* Offers Chinese specialty items—music, CDs, computer games, cook books, novels, health items, tea, etc. [Exp. #161.]

Perea Enterprises *http://www.totalmarketing.com/pereaent* The biggest and best source on the Internet for special interest and instructional videos and CD-ROMs. [Exp. #162.]

Performance Contracting, Inc. *http://www.performancenet.com* Mechanical insulation and asbestos abatement contractor, capabilities, and qualifications. [Exp. #162.]

Perry Ellis Menswear *http://www.pemenswear.com/* [Exp. #161.]

PetExpress *http://www.PetExpress.com* Online pet supplies for all types of pets. [Exp. #163.]

PiSoft Corp. *http://www.pisoft.com* Custom app/dev programming: PowerBuilder, SQL, VB, Access, CGI, Perl. Using MTX or Carillon Financials Application system. [Exp. #162.]

Plaza Dental *http://www.plazadental.com* Visit our dental information library online. [Exp. #162.]

The Probe *http://www.theprobe.com/* Internet Marketing Shopping Mall. [Exp. #163.]

Promotional Press *http://web.wavenet.com/~jmonter* For all your printings from A to Z. [Exp. #163.]

Quality Translations For Science And Industry *http://www.industry.net/adex.worldwide* [Exp. #161.]

Rich's Directories *http://www.goplay.com/clients/rich/adv/richs-1.html* A site with a chance to win a free directory and get info on the products available. [Exp. #161.]

Shotokan Karate Of America, Garden Grove, CA. *http://www.inwinc.com/2003/garden.htm* Events, National Dojo directory, class schedule. Info about the history of Shotokan Karate of America. [Exp. #163.]

ShrinkTank *http://www.shrinktank.com/* Psychology program and text files, links to testing sites, other psychology software sites. [Exp. #161.]

Smile Doc *http://www.smiledoc.com/dentist* Download our new, free multimedia dental software program. Also featuring articles from experts and "ask the dentist." [Exp. #161.]

Sunshine International Penpals *http://sunshine-girls.com/* Asian women desire romance, marriage. World's largest correspondence service since 1984. Free photobrochure. [Exp. #161.]

Surf The Web On Your TV *http://www.futurenet-pctv.com* Descriptions of new consumer products, as well as business opportunities for distributors of our new products. [Exp. #163.]

Traffic Talk License Plate Frames *http://www.traffictalk.com* Design a personalized license plate frame for your car. [Exp. #162.]

The Tower Of London For Sale *http://www.toweroflondon.co.uk* Own an authenticated piece of England's historic past. [Exp. #162.]

USANA Century Team *http://cnsii.com/rvanhoe* A healthier life and financial freedom. Introducing USANA, home-based business for your life. [Exp. #162.]

The Variety Store *http://www.thevarietystore.com* Gift ideas, figurines, novelty items, and doll houses. [Exp. #162.]

Virtual Treasures *http://www.vtme.com* Twenty-four herbal extract formulations designed to improve you overall health. [Exp. #161.]

WealthCom Telecommunications Cooperative *http://www.cruzio.com/~telemat/wcagt/40822729.htm* Finally, long distance rates you can afford and a calling plan you can understand. [Exp. #162.]

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continued on page 193

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2.0 MB HARD DISK
PCI SVGA Card w/ 1MB
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NON-INTERLACED MONITOR
101 Keyboard & Mouse
Medi Tower ATX Case

FREE DOS 6.X w/MANUAL
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Pentium Pro 180 MHZ $ 1649
Pentium Pro 200 MHz $ 1799
Dual Pentium Pro (Two CPU)
PP6/180-$2249, PP6/200-2499

INTEL PENTIUM MULTIMEDIA

Pentium CPU & MB
8 MB RAM
1.44 Floppy Disk
1.2 GB IDE Hard Drive
14" Flick-free NI Monitor
PCI Video w/ 1MB.
101 Keyboard & Mouse
Mini Tower case
8X Speed CD- Rom

16 bits Stero Sound
40W Speaker
FREE DOS 6.X w/MANUAL

Upgrade option available !

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PENTIUM 133 MHz $ 999
PENTIUM 120 MHz $ 929
PENTIUM 100 MHz.$ 899

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NON-INTERLACED MONITOR
630 MB HARD DRIVE
1MB PCI SVGA CARD
101 ENHANCED KEYBOARD
MOUSE
MINI-TOWER CASE
FREE DOS 6.X w/MANUAL

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Cyrix/166+.....$739
Cyrix/150+......$699
Cyrix/100+......$669
AMD K5/133..$689
AMD K5/120..$619

BEST VALUE

	Mother-board	MB+CPU ALL SYSTEMS COME WITH 72 HOURS BURN IN TEST	Basic System (see Bottom Detail)	Basic System+ 635MB HDD 8MB SVGA CARD SVGA MONITOR ([illegible])	Basic System + 1.6GBMB HDD 16MB SVGA CARD SVGA MONITOR (2.1GB + 39)
Dual p6-200 Intel Providence w/ SCSI & SND	549	1239	1395	1995	2089
Dual p6-200 Super micro	379	1045	1119	1525	1765
P6-200 Intel Venus [illegible]	233	899	1049	1449	1569
P5-133 Tucson w/sound [illegible]	165	359	499	899	1019
P5-100 Tucson w/sound [illegible]	165	265	415	819	939
P5-133 Intel Marl (ATX) [illegible]	111	306	449	849	969
P5-100 Intel Marl (ATX) [illegible]	111	210	359	759	879
P5-133 Asus Triton III (P5-166+$130)	149	343	423	829	949
P5-120 Intel Zappa (P5/133+90)	99	211	296	649	769
P5-133 Intel Triton III(VX) (P5-166+$180)	89	284	364	769	889
P5-100 Intel Triton III(VX) (P5-120+$2[illegible])	89	188	267	667	789
Amd 5x86-133 VLB (PCI +$15)	47	99	179	579	699

INTEL MMX CPU, Cyrix 6X86 CPU, AMD K5 CPU AVAILABLE AT THE LOWEST PRICE !

BASIC SYSTEM : (ASSEMBLED IN USA) Motherboard & CPU, Mini-Tower Case w/ power supply, 1.44MB Floppy Disk, 104 keys win95 Enhanced keyboard, IDE/IO w/ 2s/1p/1g ports, system installed and tested.

CPU & MEMORY UPGRADE

CPU:

P5/200/166/133/120	LOWEST
P6/200/180	LOWEST

SIMM/DIMM:

4/8 MB 72 PIN	$17/29
16/32MB 72 PIN	$59/113
EDO 4/8 MB 72 PIN	$17/29
EDO16/32MB 72 PIN	$59/113
Pipeline Burst 256k/512k	$15/29

A lot more items. Please call for beat competitor's price !

INTEL DUAL PENTIUM PRO NT SERVER- 200

.Intel Dual P6 MB w/SCSI, sound, network & USB on board.
.One Intel Pentium Pro 200 Mhz CPU
[illegible]

[illegible]

MONTHLY SPECIAL, P166+

INTEL Triton III(VX) Motherboard , IDE & IO on board
w/ 256 k Pipeline Burst Cache
w/ Cyrix P166 Plus CPU **$ 259**

A lot more items for sale !

MULTIMEDIA

Toshiba 12X IDE CD-ROM	$135
Mitusmi 12X IDE CD-ROM	115
TEAC SCSI 8X IDE CD-ROM	89/97
NEC SCSI 8X CD-ROM	179
SB 16 Compatible (ESS Sound Chip)	24
SB 16 /32 PNP	62/95
Stero Speaker 60/80/120/180	20/30/40/50

SUPER VALUE	W/4MB 540MB HD	W/4MB 810MB HD	W/4MB 1.0GB HD
C5X86/100	1149	1199	1249
AMDX4/100	1099	1149	1199
Pentium 133	2049	2099	2199
Pentium 100	1999	1999	2099

Add $ 99 for 8MB MEMORY
Add $ 249 for 16MB MEMORY

FAX/MODEM

Bullet 14.4 Fax Modem (int) /voice	22/25
Bullet 33.6 Fax Modem (int) /voice	70/79
Bullet 33.6 Fax Modem (ext)/voice	91/94
PCMCIA 14.4 fax/modem	45
U.S.Robotics 33.6 winmodem(int)	85
U.S.Robotics 33.6 (int)/voice	111/119
U.S Robotics 33.6 (ext)/voice	145/173

DELUXE CASES

Mini Tower w/ 230W PS	27
Mid/Compact mid tower w/230W PS	37/37
Full tower w/230 w PS	54
Desktop case w/ 230w PS	34
Power Supply 230 W	22
ATX mid/full tower w/ PS	84/95

FLOPPY & HARD DRIVES

FD 1.44MB High Density	20
IDE Hard Disk 630MB/1.0GB	123/155
IDE Hard Disk 1.2GB/1.6GB	177/189
IDE Hard Disk 2.1GB/2.5GB	223/269
SCSI Hard Disk 1.0GB/2.0GB	244/339
SCSI Hard Disk 4.0GB	939
Zip Drive 100 MB(external/parallel)	174
Zip Drive 100 MB(external/SCSI)	182

KEYBOARDS/MICE

Mitsumi 104 Enhanced Keyboard	12
Keytronic 104 win95 Enhanced	17
Microsoft Natural keyboard(w/ system)	56
Microsoft compatinle serial mouse	5
Microsoft mouse (w/system only)	22
Logitec mouseman (3 button)	19
Logitec trackman	65

VIDEO CARDS

ISA SVGA 512k/1MB	20/27
Circus Logic PCI/VLB 1MB	27/27
Trident chip set PCI/VLB 1MB	28/28
Diamond 64 1MB/2MB DRAM	55/63
Diamond 3D Dram/Vram	95/167
Diamond 64 2MB/4MB VRAM	129/189
ATI Mach 64 1MB/2MB DRAM	53/63
ATI Mach 64 2MB/4MB VRAM	139/227
Matrox Millenium 2MB/4MB (OEM)	179/249
Matrox Mystique 2MB/4MB(OEM)	129/169
Number 9 Motion 771, 2MB VRAM	189

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MONITORS

MAG 15/17 95 NI	313/538
Impression 14"/15"/17"	187/269/475
Acer 14"/15"	219/299
CTX 14"/15"/17"	215/305/537
Sony 15"/17"/20"	259/619/1535
Nanao17"/20"	773/1692
Nokia 15"/17"/21"	419/649/1677
Viewsonic 15"/17"/20"	305/563/1045
NEC 15xv/xv17/xe21	439/749/1610

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NETWORK/NOVELL 4.1

3Com ISA TP/Combo(3C509)	55/80
3Com PCI TP/Combo(3C900)	80/96
3Com PCI 10/100 (3C905)	109
NE 2000 Combo network card ISA/PCI	16/25

IDE SCSI I/O CARDS

Adaptec 2940/UW SCSI Card	169/203
Adaptec Raid Controller	Call
ISA IDE w/ 2S/1P/1G	10
VLB EIDE(4HD/2FD) w/ IO w/16550	19
Promise 2300 + EIDE (4HD/2FD)	41

A lot more, Please call for beat competitor's price !

TAPE/SCANNER/FAN

Colorado 350/T1000/T3200	57/105/169
Cooling Fan w/ heat sink 486/586/686	7/13/19
Artec Scanner: Handheld/Flatbed	69/319

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1. One year parts warranty on systems purchase
2. Prices and company policy subject to change w/o notice
3. Not responsible for typographic errors
4. Return shipping must be insured, prepaid and bearing a RMA# on the shipping label, Buyer must pay his/her own postage for RMA
5. Shipping, insurance and COD charges are extra and non-refundable
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* See store for detail. Price comparsion and refund must be done at the purchase day only

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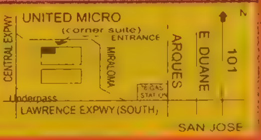

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686 Pentium® Pro

200MHz	$1045
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- 0MB Expandable to 256MB on Board
- 1.44MB Floppy Drive
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- ATX Mid-Tower Case
- 104 Enhanced Keyboard

586 Pentium®

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166MHz	$560

- Intel Pentium® CPU
- Heat Sink & CPU Fan
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- Intel Triton Chipset w/256K Pipeline Cache
- 1.44MB Floppy Drive
- Enhanced IDE w/16550 I/O
- Tower or Desktop Case w/Power Supply
- 104 Enhanced Keyboard

586 Pentium®

150MHz	$435
133MHz	$400

- Intel Pentium® CPU
- Heat Sink & CPU Fan
- 0MB Expandable to 128MB on Board
- Intel Triton Chipset w/256K Pipeline Cache
- 1.44MB Floppy Drive
- Enhanced IDE w/16550 I/O
- Tower or Desktop Case w/Power Supply
- 104 Enhanced Keyboard

Optional For Systems

VESA SVGA Card 1MB/2MB	$40/55
PCI SVGA Card 1MB/2MB	$40/55
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Non-Interlaced SVGA Monitor
(1024x768.28) w/VESA/PCI SVGA Card
1MB.....$240

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4XI	$75
6XI	$90
8XI	$105
12XI	$125
4XI SCSI	$95
6XI SCSI	$160
8XI SCSI	$180

SOUND CARDS

16-Bit Sound Card	$50
Sound Blaster 16	$75

KEYBOARDS

101 Enhanced Keyboard	$15
Keytronic 104 Key	30
Maxiswitch 101 Key	30

FLOPPY DRIVES

TEAC/Mitsumi 1.2MB	$45
TEAC/Mitsumi 1.44MB 3.5"	30

MODEMS

14,400/14,400 Ext	$65
33,600 Fax/Modem V.34	85
28,800 Fax/Modem Ext V.34	105
US Robotics 33,600 Win Modem	100
US Robotics 33,600 Sportster Int	125
US Robotics 33,600 Fax Modem w/Voice	140
US Robotics 33,600 Sportster Ext	140

MONITORS

14" Flat Screen	$85
14" Non-Interlaced	210
15" NI 1280x1024 .28	280
Viewsonic 15EX	335
Sony 15SX	385
17" NI 1280x1024 .28	510
Viewsonic 17GS 1280x1024 .28	610
Viewsonic 17GA	665
Viewsonic 17PS 1600x1280 .25	710
Sony 200SX 17" 1280x1024 .25	690

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100MHz $320

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- 0MB Expandable to 128MB on Board
- Intel Triton Chipset w/256K Pipeline Cache
- 1.44MB Floppy Drive
- Enhanced IDE w/16550 I/O
- Tower or Desktop Case w/Power Supply
- 104 Enhanced Keyboard

486 PCI/VLB

133MHz..............$240

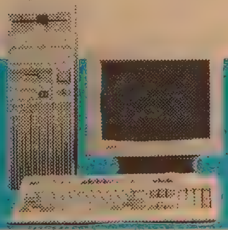
- PCI/VESA Local Bus Motherboard
- 0MB Expandable to 32MB on Board
- 8K Internal Cache
- 128K External Cache Exp. to 256K
- Shadow RAM
- 1.44MB Floppy Drive
- 1:1 Interleave HD/FD Controller
- Tower or Desktop Case w/Power Supply
- 104 Enhanced Keyboard

486 PCI/VLB

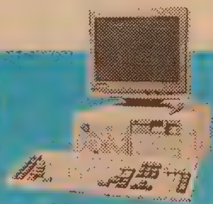
100MHz..............$225

66MHz $220

- PCI/VESA Local Bus Motherboard
- 0MB Expandable to 32MB on Board
- 8K Internal Cache
- 128K External Cache Exp. to 256K
- Shadow RAM
- 1.44MB Floppy Drive
- 1:1 Interleave HD/FD Controller
- Tower or Desktop Case w/Power Supply
- 104 Enhanced Keyboard



540MB	$135	1.6GB	$210
1.2GB	$195	2.0GB	$245



INTERFACE CARDS

Mono Graphic Card	$15
Trident SVGA Card (1024x768 512K)	30
Trident SVGA w/1MB RAM	45
VESA SVGA Card 1MB/2MB	45/60
PCI SVGA Card 1MB/2MB	45/60
Diamond Stealth 64 PCI/2MB/4MB VRAM	135/205
Diamond Stealth 64 PCI/1M/2M DRAM	60/75
Diamond Stealth 3D 2000 PCI 2MB	105
Diamond Stealth 3D 3000 PCI 2MB VRAM	165
Diamond Stealth 3D 3000 PCI 4MB VRAM	220
S3 3D MPEG 2MB EDO	85
AT M I/O (2S, 1P, 1G)	15
IDE Card w/cable	15
IDE I/O w/16550 UART	35
Adaptec 1522	90
Adaptec 2940 PCI SCSI	190
Bus Logic KT-946C PCI SCSI	175

HARD DISKS

540MB	$145
1.0GB	190
1.2GB	205
1.6GB	220
2.0GB	255
1.0GB SCSI-I	275
2 0GB SCSI-I	395

MOTHERBOARDS

486DX4-133MHz w/CPU, CPU Fan	$130
586-200MHz w/Intel CPU & Fan	610
586-166MHz w/Intel CPU & Fan	470
586 150MHz w/Intel CPU & Fan	350
586-133MHz w/Intel CPU & Fan	320
586-120MHz w/Intel CPU & Fan	250
586-100MHz w/Intel CPU, CPU Fan	240

MISCELLANEOUS

230W Power Supply	$30
Logitech Mouse Man	30
Logi Trackman	65
DFI Mouse (3 Button, Microsoft Comp.)	10
Mini Vertical Case w/PS	45
Med Vertical Case w/PS	65
Full Vertical Case w/PS	85
Colorado 350MB Tape	75
800MB Tape w/TR-1 Cartridge	125
3.2GB Tape Drive w/TR 3 Cartridge	190
Iomega Jaz SCSI 1.0GB Int.	370
Iomega Jaz SCSI 1.0GB Ext.	450
Iomega Jaz Dr. 1.0GB Cartridge	95
Iomega Zip Dr. 100MB Int.	185
Iomega Zip Dr. 100MB Ext.	185
Iomega Zip Dr. 100MB Cartridge	17
16-Bit Ethernet Card	25
3COM 3C509	65
3COM 3C905 10/100	115
Intel Ether Express 16	75
Intel Ether Express 10/100	90
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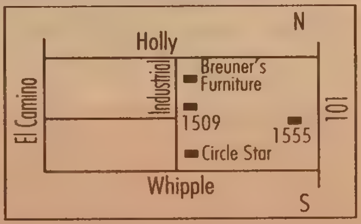

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- 8MB 60NS RAM
- 850GB Hard Disk
- 1.44MB Floppy Drive
- 1MB PCI Video
- 14" .28 NI Monitor
- 104 Enhanced Keyboard
- Mouse
- MS Windows 95 or MS DOS & Windows

486 DX4-133 ....$845
Pentium®-100 ......$945

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- Pentium® Motherboard w/Triton Chipset
- 256K Pipeline Cache
- 16MB 60NS EDO RAM
- 1.6GB Hard Disk
- 1.44MB Floppy Drive
- 1MB Video w/MPEG
- 14" .28 NI Monitor
- 104 Enhanced Keyboard
- Mouse
- MS Windows 95
- 8X CD-ROM
- Sound Blaster 16
- Amplified Speakers

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Pentium®-120 ......$1255
Pentium®-133 ......$1335

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- Pentium® Intel Tucson Motherboard
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- 32MB 60NS EDO RAM
- 2.0GB Hard Disk
- 1.44MB Floppy Drive
- 2MB VRAM Video
- 15" .28 NI Monitor
- 104 Enhanced Keyboard
- Mouse
- MS Windows 95
- 8X CD-ROM
- Sound Blaster 16
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Pentium®-166MMX ..$2085
Pentium®-200MMX ..$2495

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- 32MB 60NS EDO RAM
- 4.0GB SCSI HD
- 1.44MB Floppy Drive
- 4MB VRAM Video Matrox
- 17" .28 NI Monitor
- 104 Enhanced Keyboard
- Mouse
- MS Windows NT
- 8X SCSI CD-ROM
- Sound Blaster 32 Control
- Adaptec 2940 UW Ctrl

Pentium® Pro-180 ..$2850
Pentium® Pro-200 ..$3150

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	2.5GB	**$299**
	3GB	**$349**
Quantum	1.0GB/4.0GB SCSIW	**$265/$969**
IBM	2.0GB SCSIW	**$379**
Seagate	540MB/1.2GB	**$145/$189**
	4.0GB SCSI/WSCSI	**$985/$1150**
Iomega	Zip 100	**$184**
	Jaz 1.0GB Int/Ext	**$389/$459**
Sysquest	EZ-245 Ext.	**$239**
Colorado	T1000 Int/Ext	**$119/$159**

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Adaptec	1505/1515	**$59/$79**
	1542/2920	**$179/$139**
	2940U/2940UW	**$195/$219**
	Mini SCSI +	**$149**
	PCMCIA SCSI	**$179**
Promise	Enh IDE&IO VLB	**$49**

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HP	ScanJet 4P/4C	**$485/$819**
	ScanJet 4S	**$289**
Logitech	ScanMan Color 2000	**$169**
	PageScan Color	**$299**
PaperP	Visionare VX	**$285**

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KFC	14"/15"	**$210/$305**
MAG	DX15/1795	**$369/$569**
Sony	100SX/200SX	**$395/$649**
NEX	C500/XV17+	**$389/$679**
Viewsonic	14ES/15ES	**$255/$369**
	17EA/17GS	**$599/$609**
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	690C/870C	**$339/$495**
	5L/6P	**$389/$749**
	5/5Si	**$1249/$2719**
Epson	Stylus Color 500	**$279**
	Stylus Color Pro	**$395**
	Stylus 1500	**$899**

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ATI	Graphic Xpr	**$189**
	WinTurbo 2MB	**$209**
Diamond	Stealth 2MB DR	**$89**
	Stealth 2MB DR 3D	**$119**
	Stealth 2MB VR	**$149**
	Stealth 2MB VR 3D	**$189**
Matrox	Millennium 2MB/4MB	**$195/279**
	Mystique 2MB/4MB	**$179/229**

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	AWE 64 PnP	**$189**
	Discovery 12X	**$329**
	Value 8X	**$229**
Mitsumi	12X CD-ROM	**$169**
Toshiba	8X CD-ROM IDE	**$105**
	16X CD-ROM SCSI	**$239**
TEAC	6X CD-ROM SCSI	**$159**
HITACHI	16X CD-ROM IDE	**$169**
NEC	8X CD-ROM SCSI	**$219**

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Hayes	28.8 Int/Ext	**$149/$169**
Megherz	28.8 PCMCIA	**$229**
Practical	28.8 Int/Ext	**$139/$159**
Supra	33.6 Int/Ext	**$99/$149**
US Robotics	33.6 Int/Ext	**$145/$165**
Motorola	28.8 Int/Ext	**$109/$129**

NETWORKS

CNet	NE2000 Combo	**$29**
3COM	3C509TPO/BNC	**$70/$89**
	3C509 Combo	**$109**
	3C900 PCI TP	**$105**
	PCMCIA TP	**$145**
Megherz	PCMCIA Fax/Modem	**$229**

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Web Page Listings

continued from page 188

Wine Enthusiast *http://www.wineenthusiast.com/* The Wine Enthusiast Web site is an online shopping and information resource. [Exp. #162.]

World Web Collectibles *http://www.wwcollectibles.com/* Features a professional marketing report that can help you more effectively advertise on the Web. [Exp. #161.]

FINANCIAL/REAL ESTATE SERVICES

Active Investors Internet *http://www.successus.com* Experienced investors offering education and investment opportunities in real estate and success training. [Exp. #162.]

Advantage Funding *http://commercial-directory.com/advantage* Purchaser of Trust Deeds/Mortgages (seller-financed). Lender sources also available. 1-800-604-6394. [Exp. #162.]

America's Business Funding Directory *http://www.businessfinance.com* A business capital search engine that is 100% free to entrepreneurs. [Exp. #162.]

Bay Area NewRealty *http://www.newrealty.com* Searchable listings with photos; each with calculated monthly payments & qualifying incomes for different downpayments. [Exp. #162.]

Best Of The Dow *http://www.bestofdow.com/stocks* A historically proven, statistically sound method of choosing stocks which have achieved superior results over the years. [Exp. #161.]

Bury Your Debts Forever—Without Bankruptcy *http://members.gnn.com/ronnet 711/buydebt.html* [Exp. #162.]

CyberEstate Mall *http://www.cyberestate.com/* A new way to buy and sell a home. Free property listings. [Exp. #163.]

Eagle Consulting *http://www.irvine.quik.com/eagleconsulting* Consluting and representing corporations, partnerships, and joint ventures. Invests in wireless communications, software, Internet, and emerging growth companies. [Exp. #162.]

Forever Group *http://www.appleforever.org* Investment group with focus on Apple Computer. [Exp. #162.]

FundAlarm *http://www.fundalarm.com* Is your mutual fund a loser? FundAlarm helps mutual fund investors make the sell decision. [Exp. #163.]

HomeNet *http://home.bcg.net* Search engine for homes for sale, home financing and improvement advice, and industry professionals. [Exp. #161.]

In-The-Money *http://www.inthmo.com/* Secure credit and low interest rate credit card info, and credit repair software. Thoroughbred Race selections also available. [Exp. #162.]

Nora Robinson, Realtor *http://www.nrobinson.com* Real Estate agent serving the Campbell, Cupertino, Los Gatos, Saratoga, and Willow Glen areas. [Exp. #162.]

Real Estate Help *http://www.realestatehelp.com* Offering guides, tips, listings, consumer connections, and professional services. [Exp. #161.]

Tuolumne Associates *http://www.primenet.com/~pabat/* Supports newly-formed and first-stage high-tech product companies. We offer business planning; personnel for marketing; finance and operations; and investment services. [Exp. #161.]

Working Class Investor Newsletter *http://www.geocities.com/WallStreet/1456* Socially conscious investing, the Global Fund for Women, Mutual Funds, company profiles, plus more for the experienced investor. [Exp. #162.]

World Class Mortgage *http://www.netcom.com/~dspaul/loans.html* A division of World Savings, specializing in home loans. Free pre-approvals, online loan processing. [Exp. #163.]

LEGAL SERVICES

Counsel Connect *http://www.counsel.com* Counsel Connect, the online service exclusively for attorneys, will make its service free to lawyers in government and nonprofit offices. [Exp. #161.]

Go Public On The Net *http://www.scor-net.com/homepage/blatte.htm* Position your company to raise capital. S.F. law firm. [Exp. #163.]

Law Offices of John R Kahn *http://members.tripod.com/~jkahn/index.html* Attorney handling Computer, Bankruptcy, and Real Estate law, and transactional matters in San Jose, CA. [Exp. #162.]

LawAid *http://www.lawaid.com* Created to solve the problem of finding law-related services in a simple and easy-to-use database. [Exp. #161.]

Legal Survival Newsletter *http://www.friran.com/newsletter.html* Monthly online publication featuring the latest developments in consumer, creditor, divorces, estate planning, medical, and more. [Exp. #162.]

Methaven & Associates *http://members.aol.com/bmethven* Business and computer law: contracts, licenses, corporations, LLC's, copyrights, trademarks, and more. [Exp. #162.]

Paralegal Services *http://members.aol.com/jlxent/paralegal.gif* Paralegals qualified in assisting individuals and businesses with divorce, unlawful detainers, and civil matters, in the SG Valley and Inland Empire. [Exp. #161.]

Richard J. Greenstone, Attorney at Law *http://www.rjg.com/rjg* Copyright, trademark, licensing, business, and transactional law for the computer, entertainment, and publishing industries. [Exp. #162.]

Surfing Lawyer *http://www.netlegal.com* Canada's most comprehensive legal Web site features links of interest to Canadian lawyers and the general public, as well as freeware, shareware, and lawyer jokes. [Exp. #161.]

WWW Law Firm Directory *http://pages.prodigy.com/CA/rawb/lawdir.html* Free directory of law firms on the Net for consumers and attorneys. [Exp. #161.]

EMPLOYMENT/ EDUCATION

Eduzone *http://www.eduzone.com* The most comprehensive site for educational resources and information available on the Web. [Exp. #162.]

eZone *http://www.mcp.com/waite.ezone* Interactive online education site offering self-paced courses in Perl, HTML, C++, Java. Includes mentors. [Exp. #161.]

High Tech Careers Virtual Job Faire *http://www.vjf.com/* Features over 500 employers listing over 15,000 high-tech career opportunities, a Resume Center, career magazines, and more. [Exp. #161.]

Hotjobs.com *http://www.hotjobs.com* The new generation of online employment opportunities. [Exp. #161.]

JobSmart: N. Cal. Job Search Guide *http://jobsmart.org* Local job banks, newspapers, job hotlines, job fairs, salary info, and more from Bay Area Public Libraries and KPIX. [Exp. #161.]

Los Angeles Pierce College *http://cgi.amazing.com/pierce/* Offering an integrated catalogue and schedule of classes search engine. [Exp. #161.]

Mactivity *http://www.mactivity.com* Educational conferences for designers and developers using Macs. [Exp. #161.]

Northern California Job Search Guide *http://jobmart.org* Local job banks, newspapers, job hotlines, job fairs, salary info, and more. [Exp. #161.]

Unique Part Time Jobs *http://members.gnn.com/reserchco/respub.htm* Your complete source of fun, interesting, and lucrative spare-time jobs. [Exp. #162.]

ORGANIZATIONS

American Civil War Association *http://reenact.org/acwa/* Civil War re-enacting organization in California. Battles, living history, and display of life during the 1860s. [Exp. #161.]

American Lung Association *http://www.lungusa.org* The ultimate Web source on lung disease and lung health issues. [Exp. #162.]

American Medical Association *http://www.ama-assn.org* [Exp. #161.]

Amiga Users Group of Long Beach, CA. *http://www.loop.com/~auglb* [Exp. #162.]

Ark Trust, Inc. *http://www.arktrust.org/genesis* Dedicated to exposing animal cruelty through the powerful voice of the major media. Presenter of the Genesis Awards. [Exp. #162.]

The Ballona Wetlands *http://eco.bio.lmu.edu/www.ballona/ballona.htm* A grassroots environmental organization dedicated to the preservation and restoration of the Ballona Wetlands. [Exp. #163.]

CARES *http://www.geocities.com/~cares* Cult Awareness Resources provides information and resources to campus community about cult activity. [Exp. #163.]

Community Peacemakers *http://emf.net:80/~swaaden/index.html* Take a stand for peace, non-violence, and social justice. Be a community peacemaker! [Exp. #162.]

Contact Center Network *http://www.contact.org/* A New York-based nonprofit organization that maintains the most comprehensive directory of nonprofit resources on the Internet. [Exp. #163.]

CTWO: Center For Third World Organizing *http://www.igc.apc.org/ctwo/* Established in 1980, CTWO is nationally recognized for its innovative organizer training leadership development programs in communities of color. [Exp. #162.]

GCIU Local 10-N *http://home.earthlink.net/~dpadgett/* Graphic Communications International Union. The Union of the Presspersons of the LA Times. [Exp. #162.]

Hard Of Hearing *http://www.hoh.org* BBS/Web pages for deaf and hard of hearing. Clubs for ALDS, SHHH, and organizations. [Exp. #162.]

Immunet *http://www.immunet.org* A leading source of information about AIDS on the Web. [Exp. #163.]

Intalg *http://members.gnn.com/Intalg* Improve your health naturally, without drug side affects. Subscribe to this free newsletter. [Exp. #162.]

Intercultural Dating Club *http://www.starcreations.com/idc* IDC for singles interested in interracial/intercultural dating. Singles parties, rotation dinners, and matchmaking. [Exp. #161.]

International Small Business Consortium *http://www.isbc.com/* Helping small businesses find business opportunities worldwide. [Exp. #161.]

National Center For Employee Ownership *http://www.nceo.org/* Information about employee stock ownership plans (ESOPs) and other forms of employee ownership. [Exp. #163.]

Northern California Independent Booksellers Association *http://www.nciba.com/* Resource for readers and consumers: directory of N. California bookstores, online stores, news, and more. [Exp. #162.]

Peninsula Computer Club *http://www.serius.com/~jlo/pcc5.htm* Peninsula Computer Club for IBM-Compatibles. [Exp. #161.]

Polly Klaas Foundation *http://www.pollyklaas.org* Featuring child safety information, suggestions for recovery of missing children, info on currently missing children, and some of PKF's accomplishments. [Exp. #162.]

SCORE (Service Core of Retired Executives) *http://mymall.com/score* A free management consulting organization sponsored by the USBA assisting small businesses to start-up or grow. [Exp. #162.]

Web Page Listings *continued...*

SCV PC Group *http://www.smartlink.net/~scvpcg* The Santa Clarita Valley's PC Group dedicated to PC literacy. Come join us. [Exp. #163.]

Sequoia High School Alumni Association Online *http://www.belmont.gov/orgs/alumni/* Alumni information for three SF Peninsula high schools: Sequoia, San Carlos, and Ravenswood. [Exp. #162.]

PUBLICATIONS

Childrens Fables *http://www.cruzio.com/~nikan/index.htm* Long before Disney's Pochantas Potawatomi, Indian children had their own heroine—Winnie Two-Shadows. Read one entire book online for free. [Exp. #162.]

Cybrary Of The Holocaust *http://remember.org/* Online bookstore, liberators testimonies, survivor stories, and more. [Exp. #162.]

Fabulous Freebies *http://members.tripod.com/~freebies* Online 'zine presenting items and samples available for free on and off the Internet. [Exp. #161.]

Lanchester Press, Inc. *http://www.lanchester.com/* Books on Japanese marketing strategy, ISO 9000, and reliability. [Exp. #161.]

Los Angeles Free Press *http://www.leonardo.net/sila/lafp/* [Exp. #162.]

Mansell Publishing *http://www.mansell.com* Publisher of books for Design trade. New book, IdentaFONT, allows fast identification of PostScript fonts. [Exp. #161.]

NetscapeWorld *http://www.netscapeworld.com* The hands-on magazine for Web professionals. [Exp. #161.]

The Ridge Page *http://www.geocities.com/SiliconValley/Park/3753* Computer and Internet news, information links, icons and images. Discussion area updated monthly. [Exp. #161.]

Salon *http://www.salon1999.com/* Webzine of books, arts, and ideas. [Exp. #161.]

Vegas Deluxe *http://www.lasvegassun.com* Up to the minute news from the Las Vegas Sun, AP, and the Christian Science Monitor. [Exp. #161.]

Windows OnLine *http://wol.com* WinOnLine Review (online e-zine). [Exp. #162.]

Wine Spectator *http://www.winespectator.com* The largest circulation wine publication in the world offers advice, ratings, and prices on over 50,000 wines. [Exp. #161.]

ODDS & ENDS

AirCal *http://members.aol.com/aircal737/reunion.htm* Information about the upcoming AirCal reunion, a great airline once based in Orange County. [Exp. #162.]

Amazon City *http://www.amazoncity.com* The first city for women on the Internet. [Exp. #161.]

Computer Injuries *http://www.webz.com/stress* To alert users to the risks involved in repetitive functions and cautions healthy approach to computer use. [Exp. #162.]

Confidential Connection *http://www.movo.com* How to meet local girls and guys by calling a local number, contests, Modem Butterfly's Cyberbabble. [Exp. #162.]

Critical Thinking *http://www.crithink.com/* Critical thinking designed for those who want to eliminate religious dogma from their life. [Exp. #161.]

eDirectory *http://www.edirectory.com/* Over two hundred search engines from over thirty-five countries, listed by country. [Exp. #161.]

El Diablo's House Of Horrors *http://home1.gte.net/rcan./index.htm* Come see why death has been the number one fear for humans since the beginning of our existence. [Exp. #161.]

F12 Online Anonymous Twelve Step Program *http://members.gnn.com/acbaird/index.html* Webaholics, netaholics, modemheads, interholics, and newsgroupies are welcome. Satirical support site dedicated to working the 12 keys. [Exp. #162.]

Fingerprint Technology Update *http://www.w3bit.com/fingerid.html* [Exp. #162.]

Guy Kawasaki's EvangeList *http://www.zdnet.com/macuser/macway/* Apple Fellow Guy Kawasaki has created a mailing list called "EvangeList," a place where Mac users can share stories and information about the platform, the industry, the state of mind that is Macintosh. [Exp. #161.]

-ISM (N.) *http://publicmedia.org/ism* -ISM (N.) is a national video documentary and education project that deals with college students and their views on diversity. [Exp. #161.]

Labor and the Holocaust *http://remember.org:80/educate/labor.html* An introduction to the Jewish Labor Committee. [Exp. #163.]

Massage For You *http://members.aol.com/jlxent/massage.htm* Receive the therapeutic benefits of a massage at home or office and soothe the effects of the day away. [Exp. #162.]

Media Access Consultancy *http://members.tripod.com/~dcohler/* Free info on writing news releases, public service announcements, handling news media interviews, and crisis management. [Exp. #163.]

Nightcrawlers: THe NGSN Gothic Classifieds *http://www.gothic-classifieds.com* A networking and referral service for people into a goth and industrial scene, vampyres, fetishes, and the occult. [Exp. #162.]

Plastic Surgery Resident Home Page *http://users.aol.com/jdisaia* Free information for those contemplting cosmetic surgery and "To Answer Your Questions." [Exp. #161.]

Psychotopia Online *http://www.psychotopia.com* Dedicated to exploring the limits of human sexuality. [Exp. #162.]

SaiRam *http://bbs.gaianet.net/bongiova/index.html* News and views regarding Sri Sathya Sai Baba, a living teacher of the age-old wisdom of India. [Exp. #162.]

VN Net *http://www.engr.csulb.edu/~dngo/vnnet.htm* The Vietnamese Net helps you understand more about Asia, especially Vietnamese culture. [Exp. #161.]

PERSONAL HOME PAGES

Ant Farm *http://apu.edu/~philpi/* A personal page roamed with red ants. Various links in PC games, files, and ants. [Exp. #162.]

The Break Room For Public Safety Communications Personnel *http://www.geocities.com/~gryeyes* 911 Dispatchers and regular people will find something interesting here. [Exp. #163.]

Boston Tea Party *http://www.slip.net/~boston/* Learn about legal alternatives to your SSN and spare your children a lifetime of taxes. [Exp. #163.]

Brian's Wedding Page *http://www.best.com/~suppis/wedding.shtml* [Exp. #161.]

Cafe Creosote *http://www.cafecreosote.com* All-inclusive food site featuring recipies, nutritional information, farmer's markets, and food-related reviews. [Exp. #161.]

Chaos In America *http://www.online.offshore.com.ai/jking* A look at the coming economic depression and how to protect yourself. [Exp. #161.]

Cheryl's PMS and Menopause Home Page *http://home.earthlink.net/~gerret/cheryl.htm* Information on handling PMS, hot flashes, cramps, bloating, wrinkles, etc. [Exp. #162.]

Chez Jim *http://www.gis.net/~jimcheval/index.html* Jim Chevallier's home page. Info on the Cannes Film Festival and Paris, plus science fiction and genealogy. [Exp. #162.]

Cichlid Research Home Page *http://garnet.berkeley.edu:2727* Information on the fish family Cichlidae for hobbyists and scientists. [Exp. #162.]

Cross Country Caffeine *http://www.emf.net/~jgm7/maya/ccc/* Cafe and coffee/tea retailer reviews from all over the country. [Exp. #163.]

D. Bishop's Sturggle For Medical Marijuana *http://www.execpc.com/~doreen/* Learn about Doreen Bishop's fight for her legal right to use natural medicine—marijuana. [Exp. #161.]

David Rowell's Homesite *http://www.hooked.net/~drowell/* Home site for David Rowell, San Francisco multimedia designer. Lots of Java and Shockwave. [Exp. #162.]

Dover's Refrigerator *http://www.geocities.com/Heartland/Plains/1306* Read our fridge notes, write one of your own. [Exp. #162.]

Escape From Cypress High School *http://www.sure.net/~kopstein/CHSnet* Ever wanted revenge on your high school teachers? Now you can with this free game. [Exp. #163.]

Gimpel's Page *http://www-students.biola.edu/~chad* Easily browsed page provides free tech support for all platforms plus humorous works. [Exp. #161.]

GPF Avoidance *http://home.earthlink.net/~tequilayum* Commentary, VGA Planets, and other stuff. [Exp. #162.]

The John Gotti Tribute Page *http://www.netgate.net/~ravenna/gotti.html* Alleged Mafia boss, but all-around nice guy. [Exp. #161.]

Lee's Home Page *http://ourworld.compuserve.com:80/homepages/LEEGOLDSTEIN/* An eclectic site with a surf theme. Links to surfing, weather, software, HTML authoring, law and other interesting sites. [Exp. #161.]

Lincoln-Douglas Debate *http://members.aol.com/TogaLD/index.html* A site about the Lincoln-Douglas debate, especially for the Bay Area. [Exp. #162.]

McCanna Home Page *http://www.mccannas.com* Download free Web art including 3-D alphabets, textures, and more by Laurie McCanna. [Exp. #161.]

Mis-Magic's House *http://www/primenet.com/~jefflng/* When the lights dim and the air grows cold, you're in Mis-Magic's House. [Exp. #163.]

Mr. Wonderful's Lair *http://www.cris.com/~Barcenas* Games, shareware, matchmaker, and more. [Exp. #161.]

Netcafe Personal Web Page *http://205.136.189.21/allan/* [Exp. #162.]

Nikki's Home Page *http://www.neosoft.com/nikki* See how easy it is to make Christmas presents from old diskettes. [Exp. #162.]

Ovi's World Of The Bizarre *http://www.ovis.com* Absolutely shocking, ultimately bizarre, but unquestionable true short reports. [Exp. #161.]

Refrigerium WebSite *http://www.hooked.net/~bless/* An entry point for useful Early Christian (<500 c.e.) resources on the Internet. [Exp. #163.]

Sako's *http://www.geocities.com/hollywood/2355/sakos.htm* Comic books, anime, warz, movies, sports, java chat. [Exp. #162.]

Scott's Honda/Acura Home Page *http://www.av.qnet.com/~mickey/welcome.html* All makes of Honda plus the Acura Integra. Home of Page 'O' Prelude. Classified ads. [Exp. #162.]

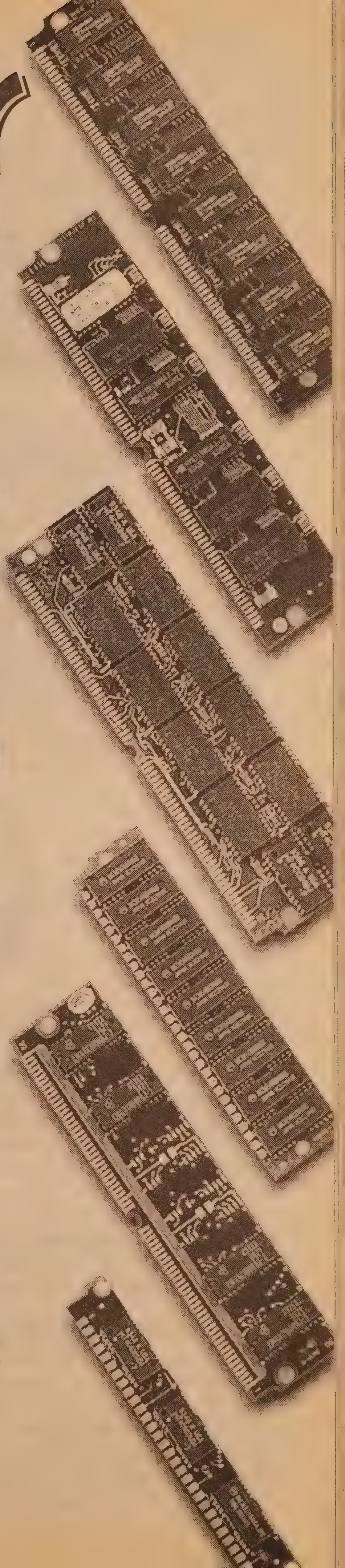
Society Of Abidance In Truth (SAT) *http://www.SATRamana.org/* Dedicated to Bhagavan Raman Maharshi, and all teachings of Nondual Reality, Satsang with Master Nóme. [Exp. #162.]

Southern California Libraries *http://home.earthlink.net/~jsmog/library.html* A comprehensive list of all libraries with Web sites in S.California—public, academic, and just weird. [Exp. #161.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Mallard, Captain Beefheart, Little Feat, Neon Park, Firesign Theatre, and more. [Exp. #163.]

continued on page 268

SWEET MEMORY



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512Kx32-70 (2MB SIMM)	$17
1Mx32-70 (4MB SIMM)	$25
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Preview: CFP '97

The Seventh Conference on Computers, Freedom & Privacy:

Community And Commerce

March 11–14, 1997
San Francisco Airport Hyatt Regency Hotel
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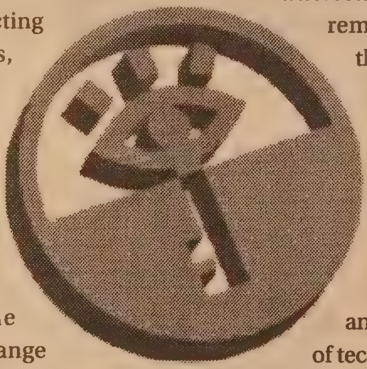

Since the first Computers, Freedom, and Privacy Conference in 1991 the impact of computer and telecommunications technologies on our society, locally and globally, has been dramatic. Computers increasingly pervade every aspect of our lives: helping us, guiding us, protecting us, watching us, tracking us, and pursuing us. Telecommunications networks continue to undergo remarkable evolution and growth. The Internet and the World Wide Web have become household words. It's clear that we stand on the threshold of fundamental change in the ways we do business and engage in political and social interaction.

This change has transformed even such fundamental notions as speech, assembly and property rights, throwing into question basic social conventions and legal protections. Global economies and networked communities span international boundaries, challenging existing economic, political, and social systems.

Community and commerce, the twin themes of this year's conference, are at the nexus of this change. They reflect ancient ideas central to human society.

"Community" harkens back to the notion of the polis, raising the question of whether so-called virtual communities can be true communities at all. If they can, how can they govern and regulate themselves? What standards will they enforce, and how? And how will they relate to the traditional communities in which we live most of our lives?

"Commerce" calls to mind the agora, the original marketplace of goods and ideas. New efforts to invigorate cyberspace with the energies of entrepreneurs have led to dramatic clashes between proponents of privacy and civil liberties, and proponents of social efficiency, law enforcement, and other social interests. The outline of the modern agora remains largely ill-defined, awaiting the establishment of new customs, rules, and laws.

The Computers, Freedom, and Privacy Conferences were created to provide a much-needed neutral arena in which people from widely differing backgrounds and positions can exchange perspectives and reason together about the effects of technology on modern society.

The tutorials, plenary sessions, and working groups of CFP '97 cover a broad spectrum of these issues. If the issue is hot, we're debating it. And we hope you'll join us.

Registration & Attendance Information:

CFP '97 Registration
P.O. Box 6657
San Mateo, CA 94403
voice: (415)548-2424
fax: (415)548-0840
email: *cfpinfo@cfp.org*
URL: *http://www.cfp.org*

Tuesday March 11, 1997: Tutorials

9:00 am–12:00 noon

Morning Tutorial Sessions

The Economics Of The Internet

Hal Varian, dean, School of Information Management & Systems, University of California

Regulation Of Internet Service Providers

Alfred Mamlet, partner, Steptoe & Johnson

The Latest In Cryptography

Deborah Hurley, executive director, Terra Nova

The Constitution In Cyberspace

Mike Godwin, staff counsel, Electronic Frontier Foundation

2:00 pm–5:00 pm

Afternoon Tutorial Sessions

Infowar: The Day After

Roger Mollander, RAND (invited)

Personal Information And Advertising On The Net

Saul Klein, VP marketing, Firefly Networks

Donna Hoffman, professor, Owen Graduate School of Management, Vanderbilt University

Transborder Data Flows And The Coming European Union Requirements

Herbert Burkert, legal advisor to the European Union

Intellectual Property Rights On The Net

Pamela Samuelson, professor, Boalt Hall School of Law / School of Information Management & Systems, University of California.

Wednesday March 12, 1997: Definitions of Community & Commerce

9:00–10:30 am

Comparative International Perspectives On Politically Controversial Speech

Speakers will include Herbert Burkert, legal advisor to the European Union; Lisa Brownlee, Trinite Van Doorn (invited); Ignatius Ding, Chinese democracy activist; Todd Lappin, *Wired* / HotWired; and Declan McCullagh, *TIME* Magazine. Moderator: Charles Marson

continued on page 201

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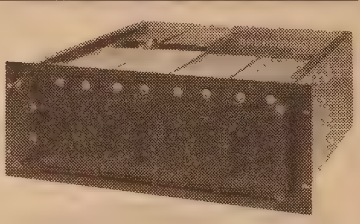

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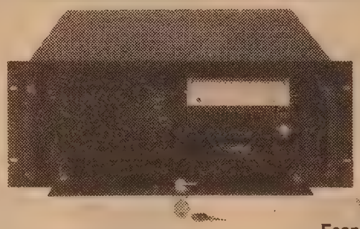
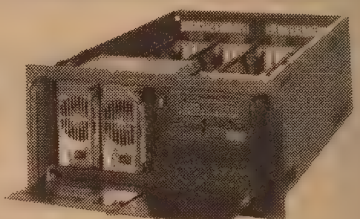


Economy Version

- 8 to 14 (PCI/ISA) SlotS
- Full or Mini ATX Motherboard
- 250W-400W Power Supply (Single or Dual)
- 2 - 3.5" & 2 - 5.25" drive bays (3 open) Hot Swap HDD option
- One 56CFM filtered cooling fan
- Full shock mount drive protection

APPRO-5000H Series Enclosure



- Up to 20 slots (PCI/ISA/EISA)
- Full or Mini ATX MB
- Dual Hot Swap Redundant 300W PS (AC or DC)
- Single or Dual Motherboards
- 2 to 4 82CFM cooling fans
- Up to 12-3.5" or 8-5.25" devices (Hot Swap HDD option)
- Full shock mount drive protection

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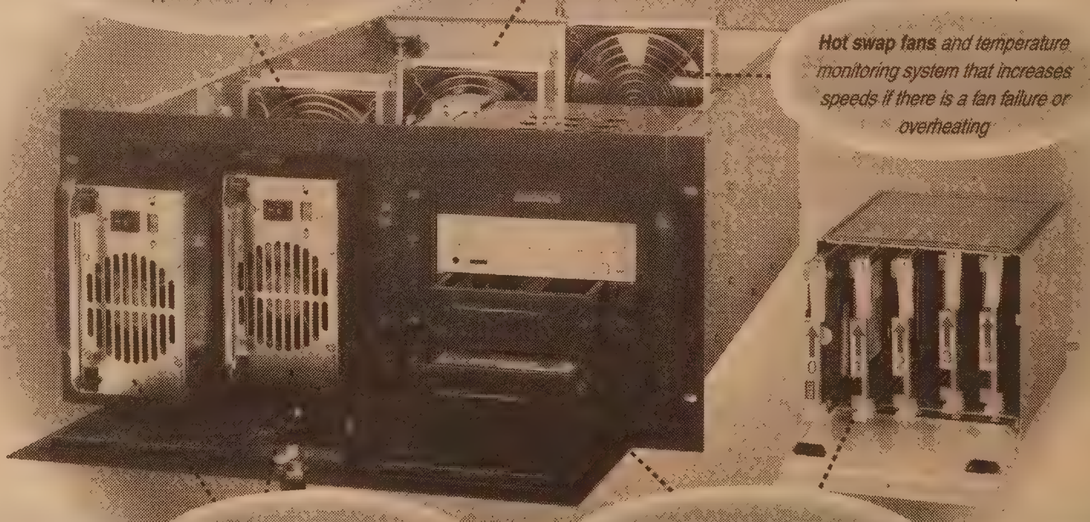

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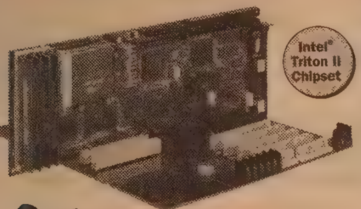

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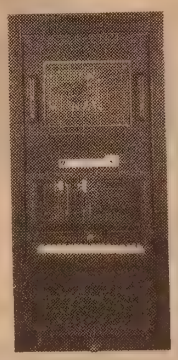

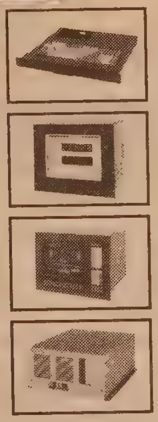

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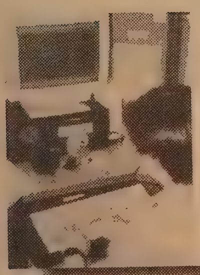

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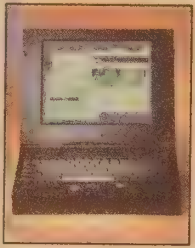

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Model	Processor	Ram	HD	Screen	Price
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430CDT	Pentium™/120	16MB	1.2GB+10X	11.3" Active Clr.	$2???
650CT*	Pentium™/133	16MB	1.2GB	11.3" Active Clr.	$3???
660CDT*	Pentium™/150	16MB	1.2GB+10X	11.3" Active Clr.	$5???
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730XCDT, MMX MODEL	Pentium™/150	16MB	1.2GB+6X	12.1" Active Clr.	CALL
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Preview: CFP '97

continued from page 196

11:00–12:30 pm
Social Issues Raised By The Commercial Development Of The Net
Speakers will include Lori Fena, Electronic Frontier Foundation; Jason Olim, CDNow; Ariel Poler, I/PRO; and Christine Varney, Federal Trade Commission. Moderator: Donna Hoffman

12:30–2:00 pm
Lunch / Parallel-track working sessions:
The Case Against Privacy
David Brin, novelist/futurist
Cyberbanking
Peter Swire, professor, Ohio State University
Rights In Avatar Cyberspace
Bruce Damer, co-director, Contact Consortium
Public Key Infrastructures
Brad Biddle, partner, Cooley, Godward, Castro, Huddleston & Tatum
Sexual Harassment In Cyberspace
Stuart Biegel, professor, UCLA

2:00–3:30 pm
Governmental & Social Implications Of Digital Money
Speakers will include Roger Clarke, Australian National University; Esther Dyson, *Release 1.0* / EDventure; Tim May, Crypto-anarchist; and Michael Vatis, US Department of Justice. Moderator: A. Michael Froomkin

4:00–5:30 pm
International Perspectives On Cryptography
Speakers will include leading representatives of government that are shaping cryptography policy for the 21st century: Nigel Hickson, Department of Trade and Industry, United Kingdom; Deborah Hurley, Terra Nova; Yasutoshi Ishizaki, Telecommunications Advancement Organization, Japan; Stephanie Perrin, Industry Canada; Michael Vatis, US Department of Justice. Moderator: Stewart Baker

7:00 pm: Dinner
Birds Of A Feather Sessions

Thursday March 13, 1997: Violations Of Community Norms/Problems In Commerce

9:00–10:30 am
Cypherpunks & Cybercops / Rules For Cruising The Information Superhighway
Moderator: Kevin Manson

11:00–12:30 am
The Communications Decency Act–A Preview Of The Supreme Court Argument
This session will preview the arguments that may be put before the Court when it hears oral arguments over the constitutionality of the CDA. The advocates will include Mark Rasch, of S.A.I.C.; Tom Nolan, of Nolan & Armstrong; Tom Guidoboni, of Bonner, Wishner & Bonner; and Stewart Baker, of Steptoe and Johnson. A panel of distinguished state and federal judges will preside over the arguments and question the advocates. The moot court is being sponsored by the American Bar Association Criminal Justice Section.

12:30–2:00 pm
Lunch / Parallel-track working sessions:
Domain Names
Janet Cullum, partner, Cooley, Godward, Castro, Huddleston & Tatum
Government Regulation Of Ecash
Julia Gladstone, professor, New England School of Law
How A Skiptracer Operates
Jim Drinkwater, Decision Strategies International
The Code As Law: How The Architecture Regulates Behavior, Or Why Barlow Libertarianism Misses The Point
Larry Lessig, professor, University of Chicago
National I.D. Cards
Mary Anne Stevens, chair, Treasury Board of Canada (invited)

2:00–3:30 pm
Spamming
Speakers will include Rav Avrahami; Bill Burrington, America Online (invited); David Flaherty, privacy commissioner, British Columbia (invited); John Gilmore, Electronic Frontier Foundation; Ron Plesser, Piper & Marbury; and Christine Varney, Federal Trade Commission. Moderator: Stewart Baker

4:00–5:30 pm
Infowar
Speakers will include Ron Skelton, Electric Power Research Institute; Roger Mollander, RAND (invited); and James Werth, Federal Bureau of Investigation's Infrastructure Protection Task Force. Moderator: Ross Stapleton-Gray

7:00 pm: Dinner

9:00 pm
Information-Gathering Session—Executive Order 13010
Birds Of A Feather Sessions

Friday March 14, 1997: The Evolution Of A New Community/21st Century Commerce

9:00–10:30 am
What's Hot
Moderator: Lance Hoffman

11:00–12:30 am
The Creeping Propertization Of Information
Speakers include Herbert Burkert, European Union; James Boyle, American University; Niva Elkin-Koren, Haifa University; Steve Metalitz, Information Industry Association; and Mark Stefik, Xerox PARC. Moderator: Pamela Samuelson

12:30–2:00 pm
Lunch / Parallel-track working sessions:
Developments In European Intellectual Property Law
Alistair Kelman, ILC Telepathic, Ltd.
Virtual Communities
Jon Lebkowsky, cyberspace journalist/activist
Archives, Indexes, And Privacy
Brewster Kahle, founder, The Internet Archives
Cryptography And The First Amendment
Cindy Cohn, associate, McGlashan & Sarrail
The Future Of CFP
Kent Walker, chair, CFP '97

2:00–3:15 pm
The 1996 Elections—Creating A New Democracy
Speakers will include Graeme Browning, *National Journal*; Chris Casey, Democratic Senate Technology staff and author of *Hill on the Net*; Todd Lappin, *Wired* magazine; Mike Rawson, legislative assistant to Sen. Conrad Burns; Noah Robischon, *Time* Magazine; and Jonah Seiger, Center for Democracy & Technology. Moderators: Shabbir J. Safdar, VTW, and Doug Schuler, Computer Professionals for Social Responsibility

3:30–5:00 pm
The Coming Collapse Of The Net
(Participants to be announced.) ■

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- PCI Enhanced IDE Controller
- High Speed I/O (2S 1P)
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- 1.6GB EIDE HD
- Diamond PCI SVGA 1MB
- Mitsumi 104-key Keyboard
- Medium Tower Case 250-Watt PS
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- With 5 Client Licsence
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- Sound Blaster 16 PnP
- 8 Speed CD-ROM & Speaker
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- Microsoft Windows 95
- Mouse & 100 Watt Speakers

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TO Pentium Pro 150	$260

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- 8x CD ROM
- 2.1 GB EIDE HD
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- Mitsumi 104-key Keyboard
- MS Window NT 4.0 WorkStation
- Full Tower Case
- 250-Watt Power Supply
- Microsoft Mouse

$1589

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- Sound Blaster 16 Sound Card
- 1.2 GB IDE HD
- MPEG PCI SVGA Video W/ 2MB
- 8 Speed CD ROM
- Mitsumi 104-key Keyboard
- Mini Tower Case & 230 Watt PS
- Microsoft Windows 95
- Logitech Mouseman II W/ Pad
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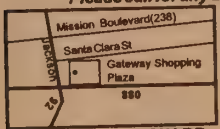

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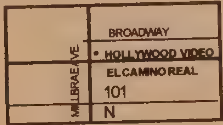

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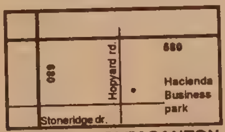

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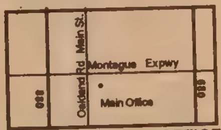

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- Intel Triton VX Chipset
- Intel Pentium 100 CPU w/fan
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- 16 MB RAM 60ns 72pin EDO
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 1.2GB EIDE HD
- PCI w/1MB SVGA
- 8X CD ROM
- 104-Key Keyboard
- Mini Tower Case
- 230-Watt Power Supply
- Microsoft Windows 95
- Mouse With Pad

$739

Upgrade

•TO P120	$19
•TO P133/P166	$99/$265
•TO Pentium Pro 150	$285

Pentium Pro

- Intel Venus Mother Board
- Intel Pentium PRO 150MHZ CPU
- 256K Cache on CPU
- 32MB RAM 60ns 72pin
- 1.44 MB Floppy Drive
- 2.0GB EIDE HD
- Matrox Mystique 2MB SGRAM
- US Robotics 33.6i Fax/Modem
- 8 Speed CDROM
- Sound Blaster 32 Sound Card
- Yamaha YST-M7 Speakers
- Microsoft Natural Keyboard
- ATX Medium Tower Case
- Microsoft Windows '95
- Microsoft Mouse

$1625

Upgrade

•To Pentium Pro 180	$255
•To Pentium Pro 200	$669

CAD STATION

- ASUS Triton II 430HX MainBoard
- 256k Pipe Line Burst Cache
- Intel Pentium 100 MHz CPU w/fan
- 32MB EDO RAM 60ns
- 1.44 MB Floppy Drive
- 32 Bit PCI IDE With HI Speed IO
- 1.6GB EIDE HD
- Diamond Stealth Video-VRAM 2MB
- 104-Key Keyboard
- 8 speed CD ROM
- Medium Tower Case w/230w P.S.
- Logitech Mouseman II
- Windows 95 CD

$979

Upgrade

•To P120	$10
•TO P133/P166	$110/$299
•TO Pentium 200	$430
•TO Pentium Pro 150	$260

WIN-NT STATION

- MicroStar Triton VX w/256K PB
- Intel Pentium 100 CPU w/ Fan
- 16MB EDO RAM 60ns 72pin
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 1.2GB EIDE HD
- PCI w/1MB Video Card
- 8X CD ROM
- Mitsumi 104-Key Keyboard
- Mini Tower Case & 230Watt PS
- Microsoft NT 4.0 Workstation
- 16 Bit Ethernet Combo Card
- 3-Button Mouse

$799

Upgrade

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3C562 PCMCIA 28.8 & Etherlink 10 Base T	$389
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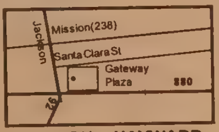

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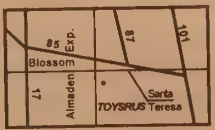

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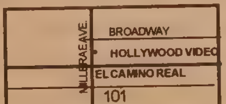

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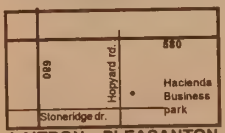

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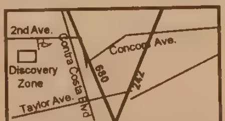

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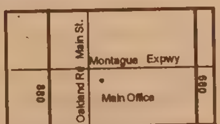

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Gulch GOSSIP

by Jonathan E.

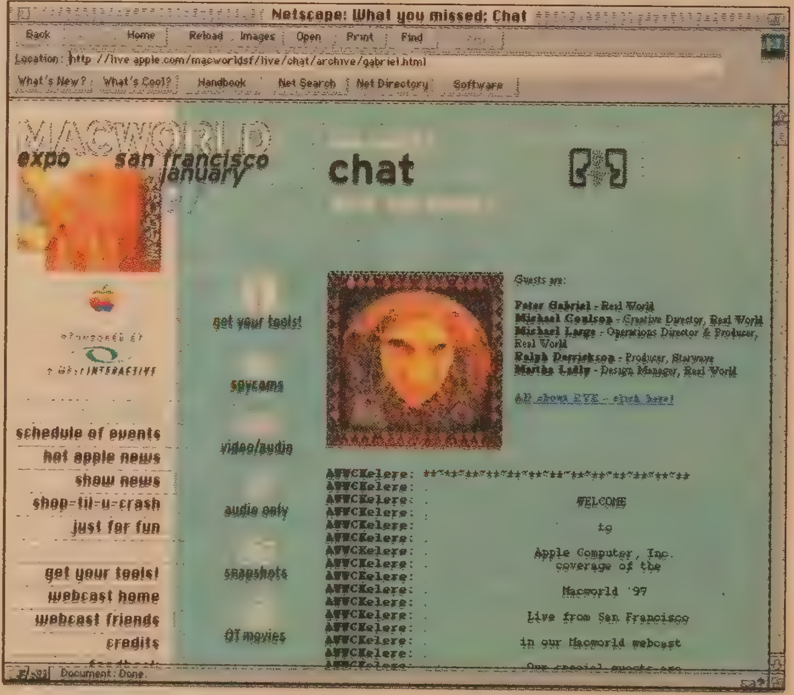
Apple Sauce— Or Mac'n'Bosh

Do you suppose that the **Independence Day** tapes that Apple velcroed under the seats of the Macworld keynote address were the regular rental copies?

Considering that the rental version begins with an ad for a game based on the movie, a game available on PlayStation, Sega Saturn and (**Darth Vader** strikes again!) Microsoft Windows 95 CD-ROM, with not a word about a version for Macintosh, one wonders whether a virus was inserted into Apple's keynote gift!

Rumours abound that **Jeff Goldblum**'s appearance at the keynote was in preparation for his next movie, in which he will once again play yet another charming, overeducated and slightly twisted boffin; this time attempting to rescue Apple from the cloned monster that is Microsoft—and perhaps from itself.

Certainly Apple needs a bit of extraordinary help in this time of its travails. Faced with uncertainty over what's happening with its operating system, uncertainty over its ability to turn a profit, and uncertainty over just where its market might be down the road, Apple's position is not an enviable one. Apple's history and past arrogance led the company to where this position became virtually inevitable, and there's some poetic justice to be found buried in the details—but wouldn't it be nice if things could be turned around?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If Goldblum insists on remaining in the fictional world of Hollywood, perhaps the Valley's most success- and testosterone-crazed executives could take turns at the helm with regular quarterly contests to see whose strategy works best; certainly that would be a challenge to keep even the most jaded adrenaline flowing.

The assembled star power from both the entertainment world and the computer world lent an air of glamour to the keynote. I wish I'd seen **Dave Winer**'s grand entrance with **Sinbad** in tow, so lovingly described in a DaveNet "Amusing Rant." Read his account for yourself under "My little entourage" at *http://www.scripting.com/davenet/97/01/Cookies.html* , have a laugh and see what you missed. (And check out other DaveNet pieces on the same site for more serious and informed considerations of what's going on behind the scenes.)

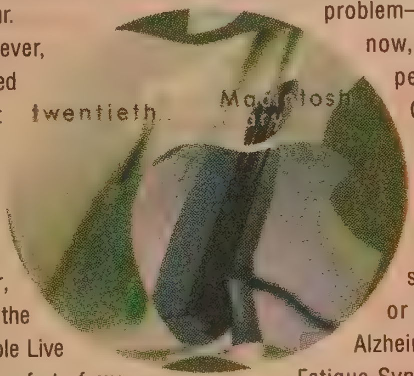
Certainly the appearance of **Steve Jobs** and **Steve Wozniak** on stage was a grand symbolic gesture, good for morale, and a fitting high point to the address. The mythic storytelling possibilities of Jobs' reappearance in the Apple universe are of positively Campbellian proportions.

However, it cannot be denied that Apple needs more than Jobs selling it NeXT as the new operating system (and, as some have noted, for cash only, not stock), it needs more than **Peter Gabriel** and **Burt Rutan** to use Macintoshes, it needs more than the whizzy-bang new processor from Exponential that wipes the floor with a Pentium chip when applying Photoshop filters.

Without doubt, Apple's situation is the dire one of trying to drain a swamp while up to its ass in alligators—perhaps with a hand or two tied behind its back and all the while attempting to keep both feet out of its mouth.

Gil Amelio, obviously nervous and appearing a little sweaty in the press room monitors, struggled valiantly to communicate Apple's direction and intentions over the next few years. By now, plenty of analysts and reporters have had their say about what he said—and, as usual, the comments are all over the map. However, reading the transcript of what he said (actually only selected portions) at *http://product.info.apple.com/pr/speeches/1997/Q2/970107.Amelio.macworld1.html* , however garbled and awkward it is in places, is worth your time, even though it's somewhat padded by following the general model of telling you what he's going to say, saying it, and then telling you what he's just said.

How anyone is really supposed to make up their own mind about Apple's dilemma is frankly a bit beyond me. At best, it looks like a confusing crap shoot with loads of vectors changing outside Apple's control and, unfortunately, with the general trends drifting away from being in Apple's favour.



At the time, however, Amelio got me all fired up with his talk about multimedia and the Internet technology that was here now!

I went home a true believer, determined to check the show out on the Apple Live Web site from the comfort of my own chair. Silly me! First, the Web site offered a nifty little application, OneButton, to download that would check out my system, tell me what I needed to really dig all the groovy Macworld stuff and where I could find it. Great! I ran the thing and it told me I needed four tools including Open Transport 1.1.2 and the RealAudio Player, version 3. It told me that I could copy the URLs out of its report and then paste 'em into my browser.

Funny thing though—this application, downloaded from the Apple Live site, did not follow the usual Apple interface design. The highlighted area included far more text than just the relevant URL, yet a copy-and-paste yielded just the URL. I may be an old curmudgeon, but I think there's something wormy in the Apple, even quite wrong, when the usual interface is so blatantly blown off. It's just a small detail, of course, but details are what design is all about.

It gets worse.

I downloaded Open Transport 1.1.2 only to find, in an immensely burdensome and linear ReadMe file in SimpleText—not an HTML file with links from a Table of Contents to the actual content I really want to find. Said the ReadMe: "For best results, you should install Open Transport 1.1.2 over Open Transport 1.1 or Open Transport 1.1.1." Rubbish! It turns out that it is imperative to install it over 1.1.1. Thanks, OneButton, for cluing me in. And anyway, if you're called OneButton, why can't I download everything I need with a click of one button? And will OneButton tell me where to find Open Transport 1.1.1—let alone 1.1? No, it won't!

Of course, this is not an insurmountable problem. A bit more poking around finds 1.1.1 (although I never found 1.1) and eventually, after nearly two hours of futzing around and downloading, I have Open Transport 1.1.2 installed. There's only one problem—or maybe more; now, my Mac TCP, or perhaps it's my Config PPP—one of those TLA things in the system folder, is suffering from some variations on or combination of Alzheimer's and Chronic Fatigue Syndrome, forgetting after a while that it's on, reacting extremely sloooowwwly, crashing the system repeatedly, and, worst of all, not even allowing my system to reboot on first try.

Perhaps there's an answer in the ReadMe files—but those files won't allow me to search and, in fact, they won't even allow me to select and copy text, such as the URLs where I might find further info!!

The point here is that Apple's CEO is out and about in public proclaiming how great Apple's software is while what Apple actually dishes up would be laughably inept if it wasn't so damn annoying and timewasting. There is no way in hell that this stuff is applicable to anyone who is not a completely gonzo hobbyist or generously compensated professional. It is not ready for prime time. It is not even minimally user-friendly by the standards of today—and it would have been relatively easy to polish up the presentation at least

continued on page 209

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Weirder And Wider

HANK DUDERSTADT, NEWLY ELECTED PRESIDENT OF THE **SF BAY CHAPTER OF THE IICS**, has his first book out, *The World's Weirdest Web Pages And The People Who Create Them*, published by **No Starch Press**.

As he says, "If nothing else, this book proves that some people have way too much time on their hands."

Wait a minute! I want some of that time!

Well, I haven't had time to read the entire book, but browsing through it is definitely a lot quicker than actually going to all these weirdos' Web sites—and probably safer too. Duderstadt has roamed some of the more unseemly corners of the global brain (if the Web may be dignified with such a sobriquet) and come back with stories of **Kitty Porn**, the **Angry Organization**, **Donna Kossy's Kooks Museum**, **Absurdistan**, and **Get Your Ass Kicked On the Web** among other worthy and unworthy cultural artifacts.

Look, I'm just glad he did it so I don't have to! And, if you want to do such a thing, get a move on with it already. Duderstadt reports that some of these sites are already history, with their creators out of money, out of time, and out of luck. Alternatively, Mr. Duderstadt has archived these sites and does his own live multimedia performance combined with a book signing wherein he presents "Hank's Weird Wide Web" off a Zip drive—so you don't all get disappointed or bored or dead of old age waiting for the download.

If you'd like to witness such a masterly entertainment, don your best latex and email *weird@cybermeister.com* to arrange for your initiation. Or try the old-fashioned Webby thang and wend your way over to *http://www.cybermeister.com* and see what Uncle Hank has in store for you there. Or, hey, I just had another idea! Go to this really strange place called a bookstore and touch, even fondle, one of these books all by yourself, with or without someone watching as you prefer. Oh, you know what they say, "When the going gets weird, the weird get professional."

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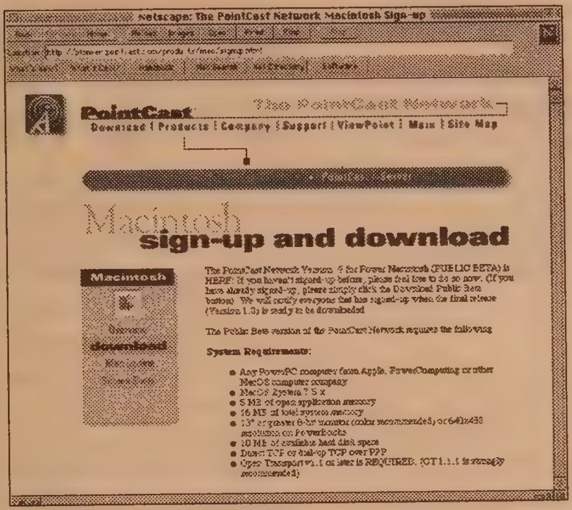
GULCH GOSSIP

"Apple Sauce—Or Mac 'n' Bosh" continued from page 207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The PointCast Network Version [illegible] for Power Macintosh (PUBLIC BETA) is HERE! If you haven't signed-up before, please feel free to do so now. (If you have already signed-up, please simply click the Download Public Beta button) We will notify everyone that has signed-up when the final release (Version 1.0) is ready to be downloaded

The Public Beta version of the PointCast Network requires the following

System Requirements:

- Any PowerPC computer from Apple, PowerComputing or other MacOS computer company
- MacOS System 7.5.x
- 5 MB of open application memory
- 16 MB of total system memory
- 13" or greater 8-bit monitor (color recommended) or 640x480 resolution on PowerBooks
- 10 MB of available hard disk space
- Direct TCP or dial-up TCP over PPP
- Open Transport v1.1 or later is REQUIRED. (OT 1.1.1 is strongly recommended)

cosmetically. It makes me wonder whether Amelio has ever put his hands on any of this stuff or if he's just been fed a line of manure by his underlings. It makes me wonder if there are any adults minding the store. It makes me wonder if Apple bothers to test anything, if there's any commitment to quality there or if lip service is now seen as enough.

It makes the fact that the new version of the RealAudio Player always gives me an out-of-memory message a relatively minor annoyance—at least it's just not working, not continually crashing my machine with its shortcomings.

And at least I discovered from the RealAudio site that PointCast now has a beta version of its service available for the Mac! Now here's something that deserves attention for qualities other than its tied-together mishmash of baggage, old loyalties, and complete antipathy towards the Gates of Microsoft. Right up front, you're warned that it's a beta version and may crash your machine—none of this mealy-mouthed, Apple-style mumbling and bumbling. But, lo! it's a well-designed product and hasn't crashed my machine in a week. This is pretty good compared to the rushed botch-ups from cowboys such as Netscape and the above mentioned Apple and Progressive Networks' RealAudio, which between them probably crash my machine two or three times a day at a minimum.

Unfortunately, PointCast's Macintosh version doesn't have nearly the number of desirable features that the Windows version has. Naturally, more features are promised. But why wait? Get yours now for free from *http://pioneer.pointcast.com/products/mac/signup.html* . When it comes to delivering personalized news to your electronic desktop, PointCast actually does the promised job today.

So, all told I wasted a couple of days attempting to check Macworld out over the Net. It's not a complete dead loss of course; it's just nowhere near as good as the PR leads one to hope. Besides the transcript of Amelio's keynote, there are various archived conference sessions—not that RealAudio 3 will actually let me listen to them—along with photos and brief bits from the parties and other ephemera, such as QuickTime VR scenes about which I have no idea of whether they actually work or not, being totally out of patience with Apple's empty boasts about its technology and multimedia on the Net.

Among the relatively simple things that are worth checking are the archived chats; you'll find an interesting one with Peter Gabriel at *http://live.apple.com/macworldsf/live/chat/archive/gabriel.html* in which you can find out more about his new interactive music release, *Eve*, so tantalizingly shown during the keynote.

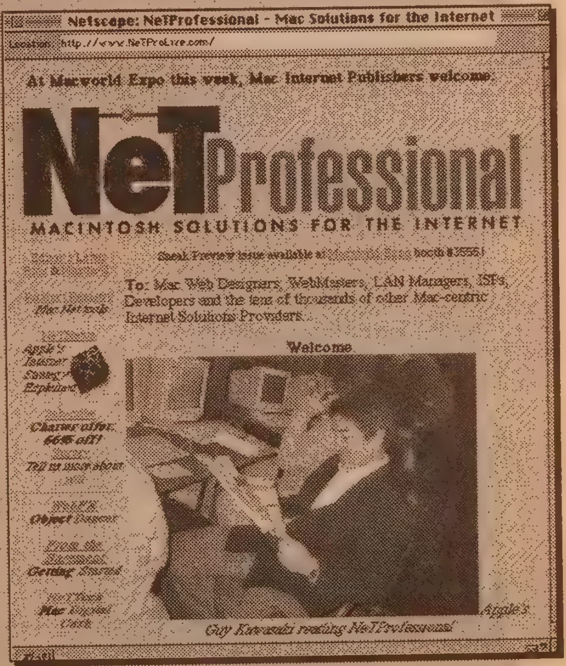
And, if you've been tantalized by what you may have heard of Apple's Twentieth Anniversary Special Limited Edition Mac, the Spartacus, you can continue the tantalization at *http://www.twentiethanniversary.apple.com/*.

I'll only add that I hope Apple doesn't let the **Spartacus** myth go to its head—he was eventually crucified after leading what was an unsuccessful rebellion. When it comes to success, Apple may be in the dangerous position of believing in its own myths, and that those myths protect it from the worst of the contemporary world. I've worked in a couple of places where those delusions were prevalent; in both cases, those attitudes were early preludes to a dramatic fall from grace.

Whatever my complaints above, I think the world would be worse off without the Macintosh; I hope that ultimate fall from grace never occurs. But Apple must really face the facts. It's no longer capable of dictating events or hiding behind its reputation. It's now under merciless scrutiny and any stumbles will ensure a swift kick in the ribs from a jeering mob of industry analysts. The time has come when Apple must really perform and deliver outstandingly good products on a consistent basis at a competitive price. It must do more than wheel out its ancient icons, however popular they are with the faithful. It must do more than just deliver rah-rah keynote addresses based on a comic book of a movie. It must do better than deliver ads for its opposition. It's time for Apple to get smart again.

NeTProfessional Professes True Belief

RAINES COHEN IS THE EDITOR OF *NETPROFESSIONAL*, A NEW SISTER MAGAZINE to *MacHome Journal* and dedicated to "Macintosh Solutions for the Internet." Along with publisher **Jim Capparell**, and, judging from the masthead, a small but obviously talented staff, he pulled together the premier preview issue in an incredible one month, an issue that he was happily delivering around the press room at the Macworld keynote address.


Netscape: NeTProfessional - Mac Solutions for the Internet

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At Macworld Expo this week, Mac Internet Publishers welcome:

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Welcome

Apple's Guy Kawasaki reading NeTProfessional

It looks very good, and undoubtedly will be of great use to those professionally involved with the Internet and Macintosh. Befittingly, when it formally launches in March, the magazine will have a substantial Internet presence and Web site backing up the printed page. You can join the announcements mailing list by sending a message to *requests@NeTProLive.com* with the subject SUBSCRIBE NETPROFESSIONALS or check out the Web site at *www.NeTProLive.com* .

If Apple paid this much attention to quality and detail, it wouldn't be in the mess it's in today—but perhaps you wouldn't need a magazine like this to lead you through the jungle.

GULCH GOSSIP *continued...*

Wired Employee #1 In The Pine Tree State

Will Kreth sends word of his relocation from a New York City apartment and position with **Prodigy** to a Maine house and new position as the Local Content Administrator for Time/Warner Cable's **Road Runner** project.

He emails, "Road Runner uses cable modems to deliver high-speed Internet access and information services to consumers and businesses served by Time/Warner Cable Divisions. Portland is one of the first six markets in the US to get cable modems from Time/Warner, and the first to use Toshiba modems and an integrated Toshiba/Sun Microsystems server complex. Our commercial launch date is April 2, 1997. Another start-up project! Here we go, one more time. From *Wired* to HotWired to Prodigy to Time/Warner—the tea leaves couldn't have predicted this progression."

And I remember when he was an intern at the Apple Multimedia Lab even before that, so perhaps tea leaves just aren't that good at predicting.

Good luck, Will. Want to bother him—or, preferably, send him nice thoughts? Send email to *wkreth@twmaine.com* or lurk around *http://www.twmaine.com/*.

It's True, It's Space, It's Out Now

David Duberman, editor and now, I guess, sole proprietor of the **Daily Spectrum** news service following the surrender to bankruptcy of ***Morph's Outpost On The Digital Frontier***, has his new book freshly published. I think it would be safe to say that, with a title like *Caligari trueSpace2 3D Modeling Construction Kit* (yes, the capitalization is right), it's a little more technical than *The World's Weirdest Web Pages And The People Who Create Them.*

So if you want a collection of tutorials on trueSpace2, this is the place to look. It's published by the Waite Group Press and includes a 60-day, free trial version of the program with limited save options.

Be-In, Be-There

My experiences with Macworld and the Internet made me want to check out some other live event over the Net for comparison. Foolishly, I decided to virtually try out the **Ninth Annual Digital Be-In.**

I'm told that there was a major technical catastrophe that prevented much of what had been planned from reaching the Webby audience. Nonetheless, there was enough of interest going on to spark a desire to really be there—I've also been told that it was in actuality a great live party, and to write a more serious and considered piece about presentation of live events over the Net for next month's Multimedia 101.

However, in the context of this column, what's important is that there was a rare public sighting of **Mary Eisenhart**, esteemed editor of this very publication and usually most elusive. ■

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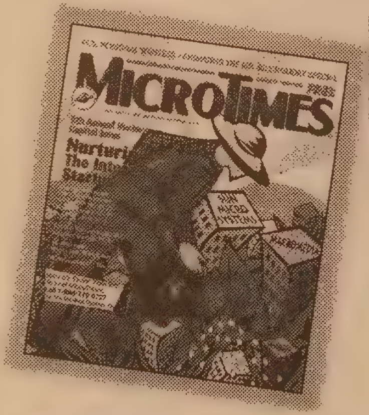

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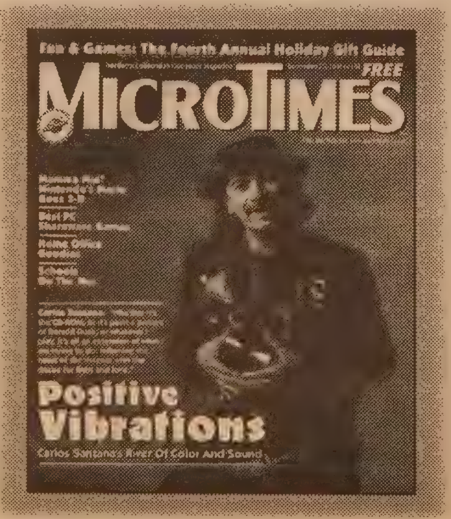
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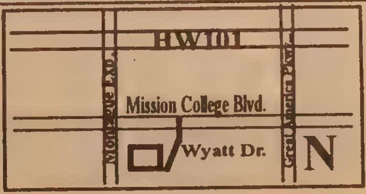

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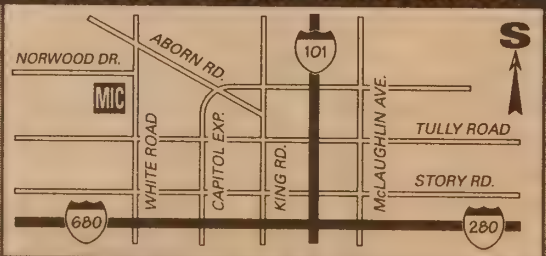

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MULTIMEDIA 101

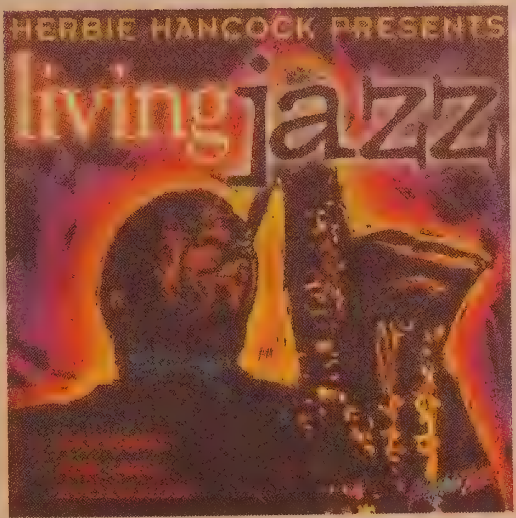
Zone Doubt

Graphix Zone Jazzes It Up With Herbie Hancock

This column has said harsh things in the past about a couple of Graphix Zone musical CD-ROM titles, *Prince (or The Artist Formerly Known As or Whatever His Royal Purpleness Pleases) Interactive* and *Bob Dylan: Highway 61 Interactive.*

The principal problem with both those titles was the endlessly tedious navigating necessary to get anywhere, a problem shared by many other titles that have let the hype about exploring virtual environments overwhelm the common-sense needs of telling a story or imparting information.

While *Herbie Hancock Presents Living Jazz*, one of a slew of new Graphix Zone titles, does not entirely escape from the dreaded mousing-around-a-fake-environment metaphor, it has several significant design improvements that, together with its excellent content, breathe new life into the whole musical CD-ROM concept. Certainly, the CD-ROM reminds once again that the Web is, at this time, entirely inadequate for any large-scale, serious multimedia applications employing sound and video.



If there's a market out there for interactive media-rich treatments of cultural history (as opposed to simply telling the story via old-fashioned linear video or a coffee-table book), the only currently practical way to serve it up is on CD-ROM—whatever the hullabaloo about DVD, the Web, or whatever. Everything else is either in the future or technically and/or commercially not up to the task; obviously the Web is good for something, but it ain't this.

Herbie Hancock Presents Living Jazz, even with its flaws, deserves to find a market today. It kept me mousing around for far longer than most CD-ROMs—not because I was annoyed with it and wanted to figure out why, which is often the case, but because it intrigued me with its content, and because it mostly succeeds in its goal of linking the early days of jazz with its contemporary practitioners, telling the story of jazz's journey from the streets and brothels of turn-of-the-century New Orleans, through migration to northern cities and several stylistic convolutions to its present status as perhaps the world's preeminent musical form.

It's not the complete story—how could such a massive undertaking fit on one disc?—there are obviously gaps and incomplete areas, but it reasonably captures Hancock's take on the essential history and achievements of jazz and the attitudes behind it. It presents much historical performance footage, along with reminiscences and theorizing from many musicians. Although Hancock is obviously an important figure in both jazz history and this CD-ROM, his role is not unduly emphasized; in fact, although a portion of the CD-ROM deals with a jam session of his New Standard Band, there's an attractive modesty and awareness of his role as only a part of a much larger tapestry. This is by no means an autobiographical disc.

BY JONATHAN E.

MULTIMEDIA 101 *continued...*

THE STORYVILLE STORY

Storyville was the red-light district of New Orleans where jazz first emerged from the mating of African musical forms with those of Europe, a process that has also produced other new musical forms in other parts of the world.

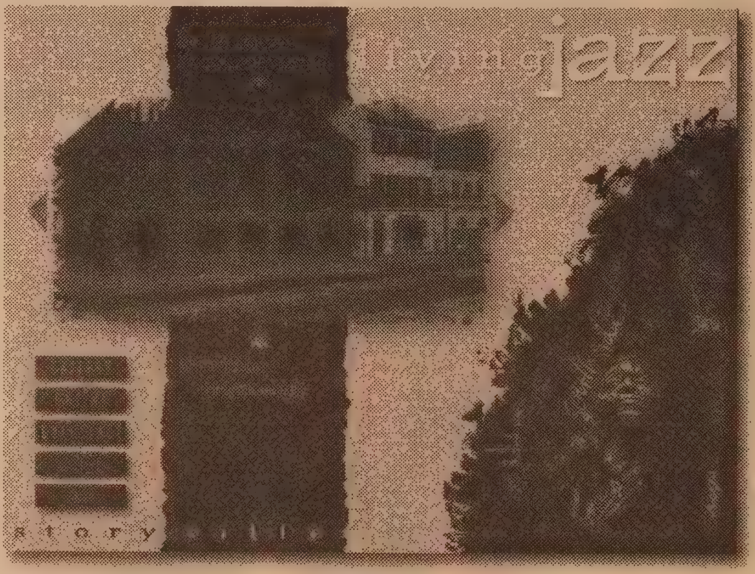
Appropriately enough, it's also the main environmental metaphor in *Living Jazz*. The scheme is the usual one of exploring the virtual environment to find hot spots that, when clicked on, trigger a video, a voiceover, a blow-up, or a link. However, *Living Jazz* has several improvements in the way that navigation and interactivity are handled that combine to make the experience considerably more satisfying than previously.

> **While Herbie Hancock Presents Living Jazz does not entirely escape from the dreaded mousing-around-a-fake-environment metaphor, it has several significant design improvements that, together with its excellent content, breathe new life into the whole musical CD-ROM concept.**

On the main screen, you can scroll through a miniature version of Storyville with right and left directionals. When you see a building of interest, rolling over it will cause the text above and below to indicate where you will go. That's right—the text above and below. The interface is being used to point toward two different areas of the disc simultaneously; you select precisely where to go from the text itself.

The text above will take you to a section called New Jazz Horizons, with a jam session of Hancock's New Standard Band, plus interview segments with various musicians, mostly dealing with the jazz attitude and aesthetics. If entering this area directly, you'll experience it as a series of interactive paintings with hot spots. However, the miniature scrolling Storyville allows you to enter any particular painting individually.

The text below the miniature works in a similar fashion, but takes you to individual buildings within Storyville, where the more historical material is. Some of the hot spots within Storyville will lead you on to other cities and other times. What's useful about the text below the miniature is that all these places and times also appear below the Storyville location in a submenu and can then be directly entered. The use of the scrolling miniature allows much faster zipping around from one end of Storyville to the other, while the text menus and submenus allow you to get into the areas with real media much faster, and to know where you're going.



Unfortunately the scrolling method doesn't work within the environment itself or the paintings, and you're stuck with the old-fashioned frames replacing each other as you move about. However, a significant improvement (or perhaps a cheat) on having to mouse around to find the hot spots is that you have the option, within each frame, of highlighting all the hot spots so you know where to click without having to do all that wrist exercise.

There's also an index of sorts—it's called the Gallery—that allows you to select, from a menu outside the environmental context, the film clips and interviews. The only problem with this is that some of the clips are categorized in difficult-to-find ways. For example, when I wanted to take another look at a particular interview with Mickey Hart, I eventually only found it again by serendipity. It's too bad because what separates a good reference tool from a toy is often the quality of the indexing. In the case of *Living Jazz*, a relatively small investment of time and thought would have made for a much stronger index, and thus a much more useful product.

THE DOWN BEAT

Why was I so intent on looking at that interview clip with Mickey Hart again? On my first listen, I thought I caught that he'd been edited when he referred to the "'f-word-ing' universe"—but I wasn't sure.

One feature that *Living Jazz* does not have within Storyville is the standard QuickTime set of controls for each video or audio clip. There's no fast forward, rewind or pause, just a stop when you click.

"Okay," you might say, "No big deal. It's just a short clip, I'll watch it again from the beginning." But it's not so easy—that particular clip could only be watched the one time within Storyville. At the end of it, or if you stopped it in the middle, you do not have the choice to immediately play it again, as you might expect within the standard multimedia product.

What you are offered instead in this case is what *Living Jazz* calls an Art Link, which is one of those hyperlinks to another city and time—perhaps a nightclub, perhaps a street scene in New York or Chicago or Los Angeles. At least, the design is competent enough to flash a little message at the bottom of the screen to tell you that you'll be leaving Storyville and you have the choice not to go—but you don't have the choice to rerun the originating clip.

So rather than quitting to reenter Storyville afresh, I remembered that in the index, you do get the standard controls for the clips—and, since I was pretty sure I'd want to run the questionable part at least a couple of times to see whether Mr. Hart had indeed uttered any apparently objectionable words, that's where I headed for.

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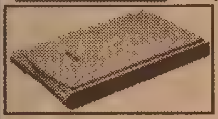

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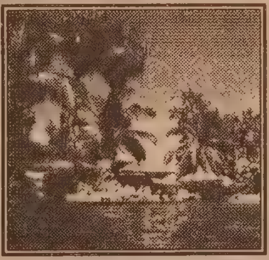

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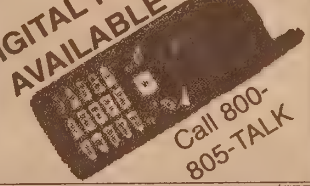

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MULTIMEDIA 101 *continued...*

N. B. & P. S.

REALLY GONZO READERS MIGHT BE INTERESTED to know that Graphix Zone has also released a CD-ROM title on Willie Nelson, including four previously unreleased recordings, and a CD-ROM, *Under The Covers*, that "provides hours of exploration into the life and times of the artists behind some of the greatest album covers in rock 'n' roll history!" (!!!!!!!) Or perhaps not.

Really, really gonzo readers will be undoubtedly interested to know that Graphix Zone is also distributing an absolutely boffo, addictive, silly, but for some reason rather fun CD-ROM game, *Power Rangers Zeo Versus The Machine Empire*. It would be hard to say anything intelligent about this product, but it comes recommended for several semi-enjoyable hours of utterly idiotic time-wasting, *and* you get to save the human race from domination by machines. The irony that this game is played on a machine that is rapidly overdominating the human race in at least this sector of the universe is quite utterly irrelevant.

—*JE*

In the clip Hart is basically talking about the vibratory qualities of the universe as they pertain to rhythm. So one might expect to look under his name or several other logical places, the "universe" for one. Where you'll actually find the clip is in a submenu under the words, "New Orleans." Definitely not intuitive.

But now we get to the real problem—which is that, after listening and looking at the clip several times, I'm pretty sure (like 99% certain) that he did utter the dreaded word and was then ineptly edited. Besides the fact that in context the word was actually right, not used as a curse word, there's a curious discontinuity between being in this virtual environment that includes a brothel (and we get to go into the girls' rooms, see pictures of them, and hear about the whole business) as well as stories of mayhem and violence (go to the cemetery for those) and the namby-pamby prudery of cutting out the common word for the activities that those whores and their johns were actually engaged in. Jazz is basically an adult world; it seems counterproductive to pander to those easily offended by sexual references.

Besides this issue of editorial integrity—or, to be kinder, discretion—there's the problem of sloppy production editing. Unfortunately, a number of clips in *Living Jazz* suffer lost beginnings and abrupt endings. It's not an uncommon problem in other titles, undoubtedly brought about by a combination of rushed schedules and hard-to-use tools followed by sloppy testing and settling for low standards. Despite the deplorable technical quality of much media today, I still find it hard to believe that the paying public will accept such slipshod work in multimedia titles on an ongoing basis. And, let's face it, with some evidence that they won't accept CD-ROM titles at all, it makes sense to improve your odds and give them the best product possible.

One other small problem with *Living Jazz* is that things are not always consistent within some of the Art Link environments, those clubs and cities and times other than Storyville. In one place, the Lighthouse in Hermosa Beach, an important club in the early to mid '50s, there was sometimes a spoken introduction to let you know why the place was significant, and sometimes you were just left to wander around. Maybe the scheme is that the first time you enter you get the intro (there's some evidence for this from other places with inconsistencies) but not subsequently. Given that it just takes a click to stop the voiceover, I think I'd rather have all the info all the time as the default.

Beyond these issues, *Living Jazz* has a mixed bag of the usual drawbacks of CD-ROMs. It's slow on a 2x CD-ROM drive, although there's also a version for 4x drives. A lot of the graphics are grainy and pixelated, as is so typical on hybrid CD-ROMs. The sound is sometimes hissy or quantized.

The online link, despite the PR sheet that claims that it "seamlessly links to a Web site where users can download interviews wth various jazz greats" required me to manually dial my ISP; then all I got to was a so-so page, albeit with a fair number of links to other sites. I mean, "Who cares? Why should I be impressed?" Any clown can launch their browser, do a search, or go to *http://www.gzone.com/livingjazz* ; it isn't rocket science, although, ha-ha, I note that that URL isn't anywhere in the sleeve notes.

I know a lot of graphic designers who'll sneer at the graphics, in particular the interactive paintings, but I thought they were OK. The cursor, which is a cute little musical note that points up or down depending on whether it's over a hot spot, often gets lost against the background. You know, all those niggling buggy and common little things that take the edge off the enjoyment and make you wonder if the CD-ROM publisher thought the issues through, tried various designs, fixed some obvious problems—or just rushed the product out the door, perhaps believing their own hype and not being up-to-date on the dire state of much of the CD-ROM business.

JAZZ LIVES

OK, I know I sound like I'm being harsh again on the long-suffering Graphix Zone—so let me restate that *Herbie Hancock Presents Living Jazz* is a worthwhile CD-ROM despite its flaws.

These issues are raised so that both the paying public and other developers can gain some insight into the problems involved in putting together a large project in a business where just about everything you figured out at the beginning has a better solution by the end, where the distribution channels are murky, where the design conventions are unclear, and where the mass audience is uncertain about what this multimedia thing is really all about, having been subjected to an avalanche of hype but not having experienced much of any real value.

Herbie Hancock Presents Living Jazz has some real value. I really enjoyed being able to see so many historically important jazz performers doing their thing, sometimes in specific historically important performances. The more people hear musicians talking intelligently and articulately about their art, craft, skills, and culture, the better. ■

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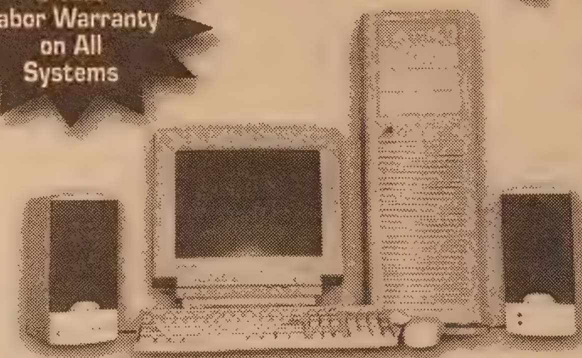

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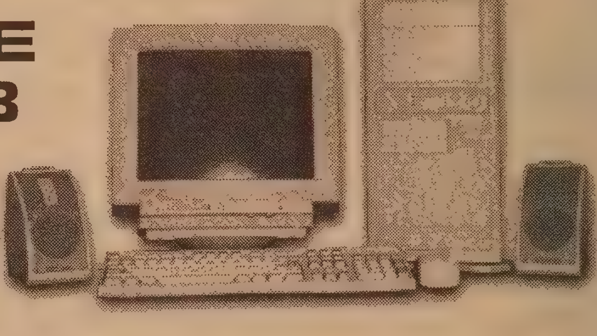

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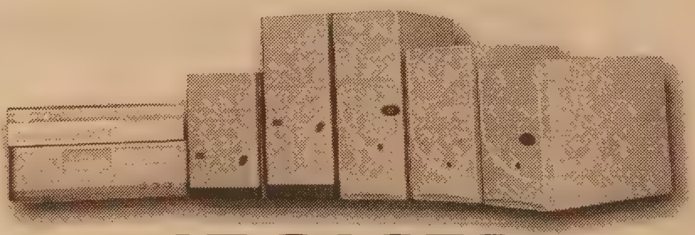

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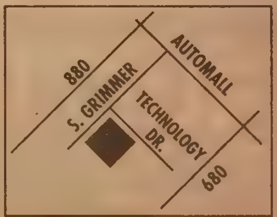

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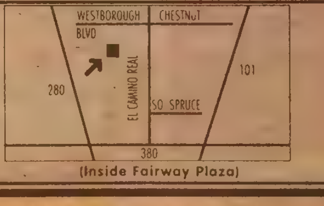

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HI-TECH CD-ROM Notebooks

intel inside

STANDARD CONFIGURATIONS

- 16MB RAM (please see upgrades)
- 1.0GB HDD (please see upgrades)
- 6-Speed CD-ROM
- 1.44 Floppy Drive
- 2MB Display Memory
- Built-In Pointing Device
- 32-Bit PCI Bus
- Built-in Sound Card and Speaker
- NIMH Battery
- One Type III or Two Type II PCMCIA Slots
- FREE DOS 6.x
- Mini Docking Station Option

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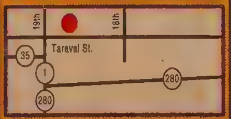

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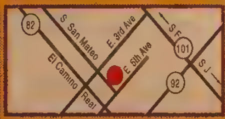

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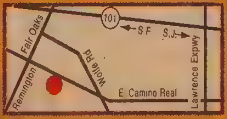

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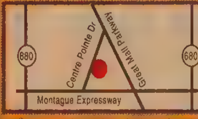

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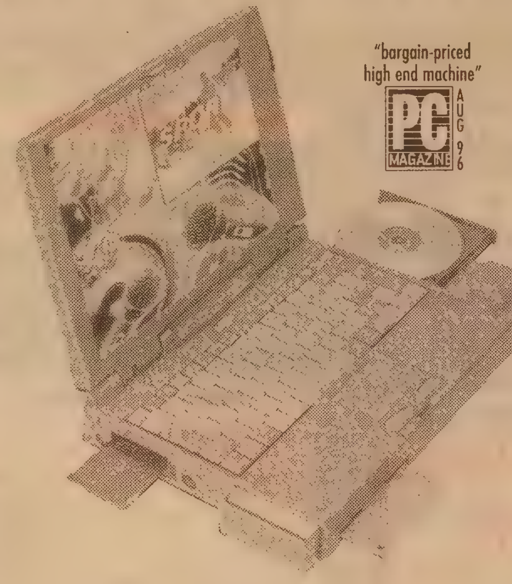

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- **Internal 6X CD-ROM Drive**
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Pentium® 120MHz	$2035	$2525
Pentium® 133MHz	$2125	$2625
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Chembook 6800

Specifications:

- Intel Pentium® 100/120/133/150/166/200
- 12.1" Active Matrix SVGA or Dual Scan Screen
- 2MB EDO Video RAM
- **16MB EDO RAM Expandable to 64MB**
- **810MB EIDE Removable Hard Disk (1.3, 2.1GB Optional)**
- 800X600 x 16 Million True Colors
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- Built-in 8X CD-ROM
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- Infrared IrDA & FIR/RCA Jack for TV-Output
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- Dimensions: 11.8" x 8.9" x 2.0"

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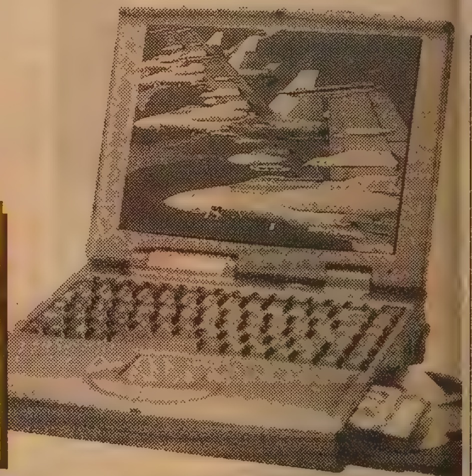
Pentium® 120MHz	$2685	$2035
Pentium® 133MHz	$2765	$2115
Pentium® 150MHz	$2815	$2165
Pentium® 166MHz	$2955	$2315
Pentium® 200MHz	$3085	$2435



	Dual Scan	TFT Active Matrix
Pentium® 100MHz	$1975	$2315
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- **Built-in TouchPad Pointing Device**
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- 110V-240V AC Adapter
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Best for Windows NT!

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- Lithium Battery
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- Removable 1.3GB Hard Drive
- Removable 1.44MB Floppy Drive
- Built-in Infrared Port for Wireless Communications
- 2 Type II and 1 Type III PCMCIA Slots
- **Full Range of High-Speed I/O Ports**
- Free MPEG Multimedia Software
- 6X CD-ROM Drive Optional
- 16-Bit Stereo Sound System
- Speakers and Mic
- TouchPad Pointing Device

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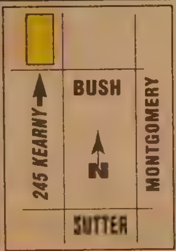

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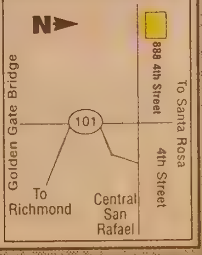

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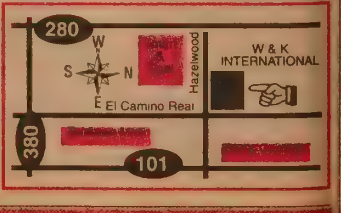

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- Diamond Stealth 64 PCI SVGA Video Card w/1MB
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- Mini-Tower or Desktop Case w/230W PS
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- 8X CD-ROM
- Sound Blaster 16
- 60 Watt Stereo Speakers

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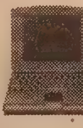

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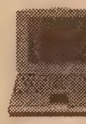

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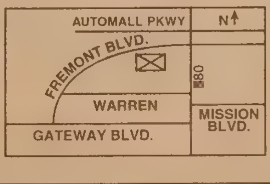

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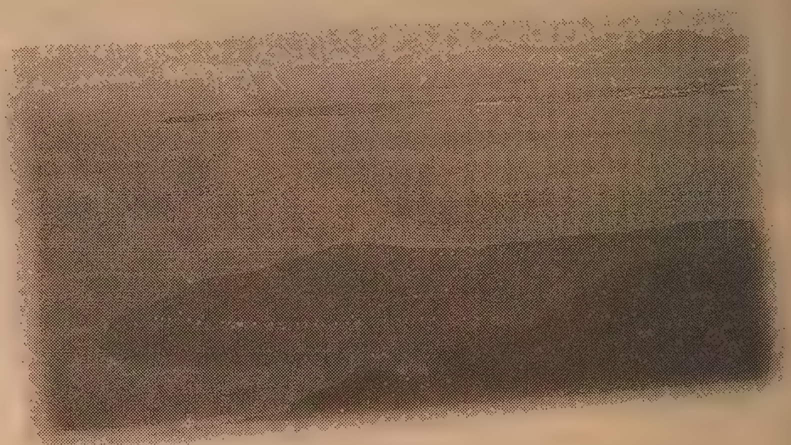
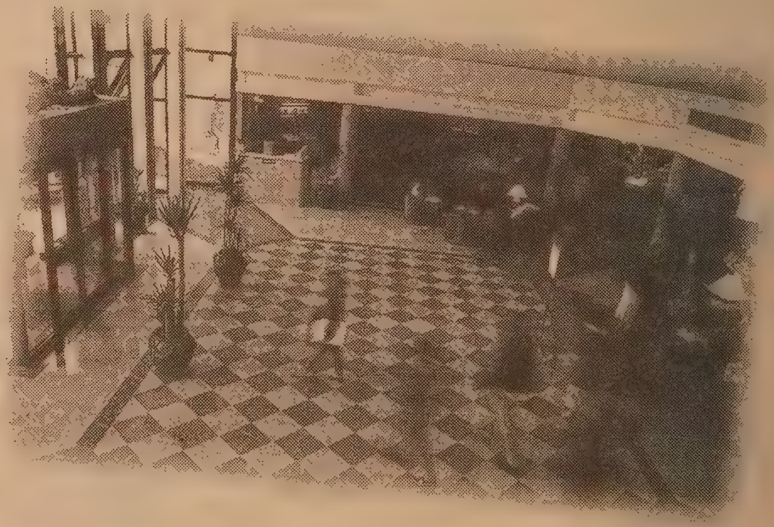
Sophia Antipolis—Startups And Successes





Continuing Last Month's Report On Technology And Multimedia In France

BY TONY REVEAUX

As we said last month, Sophia Antipolis, located near Nice and Cannes, is the nucleus of France's research and development in electronics, computer science, telecommunications, healthcare, biotech and multimedia.

The chances of success for French developers are no better or worse than ours in Silicon Gulch or Santa Monica. It can just take longer to happen. While there certainly is venture capital in France, it isn't as plentiful nor as swift as it is in California, where decisions can be made, actions taken and money in the bank almost overnight.

Alongside the titans of telecom, aerospace and biotech, most of the companies here are relatively small. Once they survive and hit the growth surge, some may launch off on their own to build a company. That may mean returning to the region of France they came from, but many settle not far from Sophia Antipolis—just as Silicon Valley's talent pool is enriched by all the Stanford and U.C. Berkeley grads that stay around.

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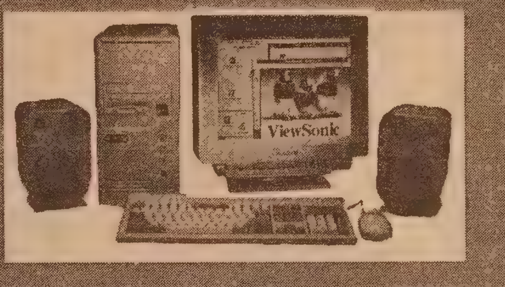

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Sophia Antipolis *continued...*

Interactivity and Teleactivity of Sophia Antipolis) serves developers and producers much like the Multimedia Development Group in San Francisco. MITSA collects and circulates multimedia information, ideas and resources, and is also intended to be a permanent meeting place.

The club is organized in commissions, like SIGs, each devoted to a different topic (Internet, health, ATM, etc.). MITSA currently boasts some one hundred members and publishes a regular newsletter *(www.cybermag.com)*. Other projects include the creation, in close cooperation with IMeT (The Mediterranean Institute for On-Line Activities), of a resource center to support multimedia enterprises by small businesses.

The MITSA meeting I attended was held at the Mediathel Hotel, one of several hotels that dot the Sophia Antipolis campus, each with a restaurant that would stand out as one of the best were it located in Silicon Valley. Decorated in a teal and hot dusky rose semi-Deco, it has the warm and easy-going elegance of the Riviera style. The dining room framed a kilometer-long buffet that gave new meaning to the term "menu-driven."

After the luncheon, proceedings moved downstairs. At ground level the low-ceilinged space was neatly divided in dozens of small booths where members displayed and demonstrated their products and services. This monthly micro-trade show enables clients, visitors and other members to interact face-to-face.

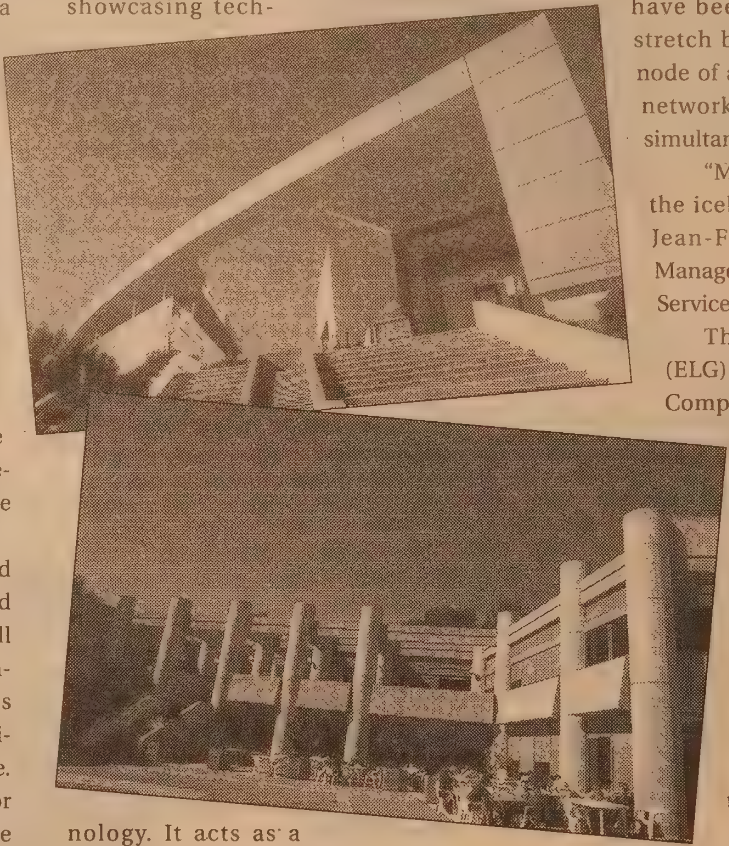
One example of a MITSA member-exhibitor was Questel-Orbit, Inc. Another example of the ongoing French-US technology connections, Questel produces QPAT-US, an Internet-based full-text US patent database, with patent data for over twenty years. Other members included In Communication, which does interactive multimedia training, and Euromedia Formation, which provides teletraining.

CICA: CATALYZING DEVELOPMENT

There may be nascent French Wozniaks and Packards cooking it up in some of those quaint 'n' crumbly tile-roofed brick garages spotted around the more ancient parts of the towns, but the local government isn't content to wait around for that to happen.

One of the most active areas on the Sophia Antipolis campus is the Centre International de Communications Avancee (C.I.C.A.). CICA is one of the agencies that tries to provide the glue, the grease, the grapevine, the fertilizer, the networking—all of those intangibles that can help an international group function better as a community.

CICA's main structure is a centralized facility for meetings, presentations, conferences, data processing and multimedia services and communications logistics as well as a place for showcasing technology. It acts as a facilitator for many companies large and small who want to locate in Sophia Antipolis. In parts of this center and in other buildings CICA provides facilities and incubator support for small startups.



Its theaters and galleries provide cultural resources and activities for the whole community. When I was there, the visiting artist was Ultra Violet, one of the lesser wavelengths of the fabled Andy Warhol Factory era. She delivered a series of lectures while the main gallery featured her earnestly derivative '60s-ish sculptures. I guess Jerry Lewis was already booked.

LOCALIZATION

Place Sophie Lafitte is a modest two-story quad nestled into the Mediterranean scrub forest. It looks like it could be a college art department with its welcoming sculptural mural, a collage of artifacts collected during construction. The ambience of this scene reinforces the resemblance of Sophia Antipolis to the UC Santa Cruz campus.

Up the stairs to "le premier etage" (second floor to us), the office of Sophia Localization Multimedia (SLM) is about half the size of Larry Ellison's walk-in closet. Not all the paintings have been hung on the walls, and wires stretch between machines. This is a busy node of a complex international production network that exists in several time zones simultaneously.

"My company, SLM, is only the tip of the iceberg of a larger group, ELG," says Jean-Francois Champollion, General Manager, formerly Manager of Localization Services at Digital Equipment Corp.

The European Localization Group (ELG) was founded in 1995 by a French Company (SRC) and an Italian company (Binari Sonori). Rapidly, members joined from Spain, the UK and Germany. It is not a company per se, but rather a banner grouping companies who cater to the same customers. It was formed to meet the needs of internationally-minded customers producing off- and online information, from games to CD-ROMs and Web sites using a single turnkey point of contact for their localization needs.

"SLM is a de facto member of ELG through our partners Eagle River Interactive (US) and SRC Localization (Paris)," explains Champollion. "We did not get any help from government or local authorities, only a 'label' from the French Ministry of Telecommunica-tions as a response to the need for companies able to deal with the emerging superhighway market."

He quickly patched together enough Macintosh components to run a beta of their current CD-ROM localization project for the French market, "Chuck Jones' Peter & The Wolf" from Warner Interactive. Other projects have included: Access/U.S. Gold's "Under a Killing Moon;" Brøderbund's "Harry and the Haunted House;" GT Interactive's "Doom II;" Sierra On-Line's "King's Quest VII;" The Voyager Company's "Making Music;" and Sony Interactive Europe's "Myst."

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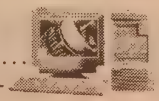

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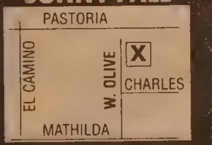

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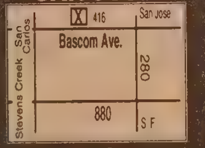

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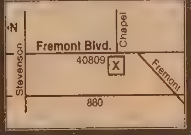

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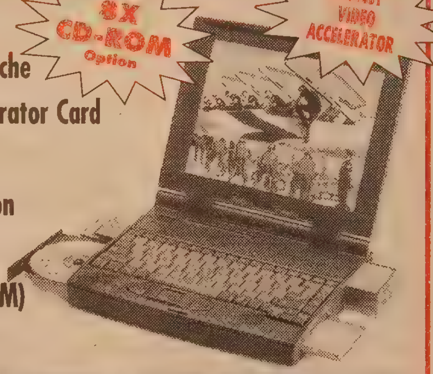

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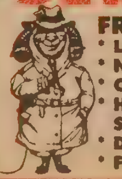

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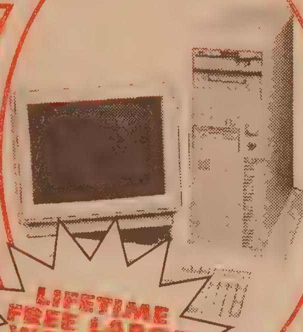

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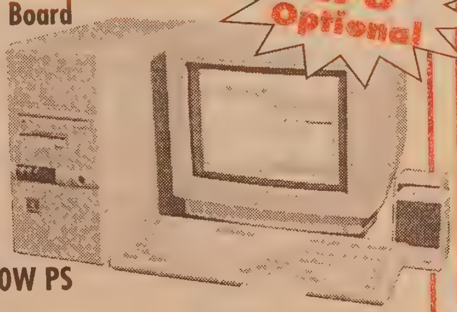

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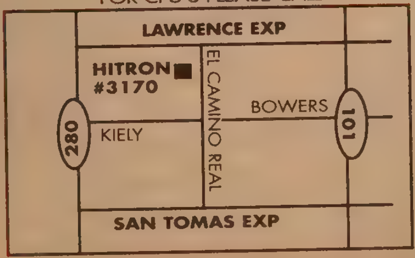

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Sophia Antipolis *continued...*

I asked Champollion why I wasn't seeing more French titles localized for the US. "We have developed properties here," he replied, "but they just wouldn't be understood or appreciated outside of France." This is consistent with the international distribution patterns for comics, film and television. For better or for worse, the US reigns as the king of content, and American English as the lingua-non-franca for technology and business.

Netscape has chosen ELG to translate its press releases. The point of contact is SRC Localization in Paris, which distributes the work to the various companies to get them translated to German, French, Italian and Spanish. "We use ISDN and email to transfer HTML files," says Champollion. "Typically, press releases must be translated at once for international market exposure. Files are written in the US during the day and sent to Paris in the evening. With the time differences we are able to translate around the clock so that the US gets their files the next morning and can put them live on the Netscape server."

CD-ROMS FOR INDUSTRY AND ART

From Cagnes Sur Mer, just below Sophia Antipolis and between Antibes and Nice, Danimage Multimedia has produced seven CD-ROM titles. Patrick Wetterwald, the young director, started his multimedia production company with neither venture capital nor government funding.

After working for IBM France's development laboratory in La Gaude for ten years, he took advantage of a kind of very early retirement package—more generous than most in the US. With this "bronze parachute," Wetterwald has devoted his assets and energies to producing multimedia. He has managed to maintain this momentum without accepting any investment partners.

Like many small developers in the US, he adds on the talent needed for each project and for that time, rather than maintaining a full-time crew. His "local partners" include a video studio, a communication agency, an education center, an illustrator and networking facilitator. Danimage is active in MITSA and participates in the MILIA multimedia trade show in Cannes.

Polygram distributes his foreign language education titles such as "Multimedia Teacher 1 & 2" and "Multimedia Lehrer 1 & 2." An ambitious and successful release is "A.T.M et les Autoroutes de l'Information" ("A.T.M and the Information Superhighways"). In French and English for Windows, it is dedicated to information and education on ATM technology and high-speed networks.

Distributed by Eyrolles and Videolion in Europe, this work is also an example of the close relationships and spinnings-off from the corporate giants of Sophia Antipolis and smaller developers. France Telecom helped sponsor this project because of its enormous commitment to ATM. France Telecom (the world's fourth largest telecommunications operator), has installed a 155 Mbit/s ATM network at Sophia Antipolis.

> For better or for worse, the US reigns as the KING of content, and American English as the lingua-non-franca for technology and business.

"A.T.M and the Information Superhighways" uses photos, videos, graphic animation and voice to clarify this otherwise somewhat abstract concept. It also includes demo tests and a three-day course structure to aid in learning about ATM.

When Wetterwald told me he'd sold 1,000 copies of the ATM CD-ROM in Sweden alone, I asked how he had managed to do that without localizing in Swedish. "It doesn't matter, as long as it is in English," he replied. "English is understood everywhere."

Days later, when I was visiting the Picasso Museum in nearby Antibes, I had the great pleasure to encounter Danimage's most culturally creative release in action. There in the Museum Shop was a PC running their "1946, The Art of Reconstruction." Priced at 190 francs (about $40), this Mac/PC, French/English CD-ROM does a wonderful job of presenting depth and background to the Museum's world-class blockbuster exposition of modern art.

INTERNET À LA CARTE

A native Niçois, Jean-Gabriel Cabanas is a CICA fellow who is one of a growing number of French Internet service providers. His Alcyonis company is in one of the CICA cubbyhole offices. I've seen larger router cabinets, but it is sufficient to contain Cabanas, boxes of stuff, a couple of other partners, and various techies who work on and off according to demand.

"Ten years ago," explains Cabanas, "I would have automatically gone to Paris after high school. But because of Sophia Antipolis, I could stay here and go to the University of Nice and obtain the technical degree."

Alcyonis uses P133 Pentium boxes with Fast-SCSI disks, Cyclades boards ("Very efficient and cost effective, good support," according to Cabanas) for user access, and Linux for the operating system.

"With only one hundred subscribers at this time—eighty individuals and twenty corporates—we're happy to have some Web hosting, and mainly intranet consulting to improve our monthly income."

"In Paris," continues Cabanas, "there are all these so-called ISPs offering the Internet for 90 francs (less than $20). So when you want to provide quality service, and not these skimpy deals, then its really hard for us, because then customers think that they can get everything for 90 francs. But, our number of subscribers is growing fast (ten people a week), so I hope that Internet access will pay my leased line with Monaco Teleport and the 'huge rent' of my office!"

Email just in from Jean-Francois Champollion reports that he has spun off his office fifteen minutes away from Sophia Antipolis to the ancient seaside town of Antibes.

MEANWHILE, BACK IN THE USA: NEW BOOKSHELF ADDITIONS

Editor Lynne Hershman Leeson was the first artist to make a laser disc piece, and has been experimenting in intermedia since the early 1980s. In *Clicking In: Hot Links to a Digital Culture* (Bay Press, 371 pp + CD-ROM, $24.95), she has compiled an anthology of current thought and commentary on what it may or may not mean to be wired, plugged, or indeed clicked in to all the cybertectonic shifts and digital changes that rock our boats of consciousness today.

We hear from voices such as John Perry

continued on page 246

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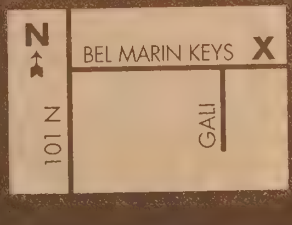

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- 16-bit Sound Card (ESS)
- Pair of Amplified Speakers 25 Watts

intel. Pentium — Best Buy
100MHz — $ 1,188

- QDI Motherboard (Socket 7)
- Intel Triton II Chipset (AT Form Factor)
- 256Kb Cache (Pipelined Burst Sram)
- Intel CPU P5-100MHz
- CPU Cooling kit w/ Heatsink & Fan (Ball Bearing)
- 16Mb Ram Installed (72-pin)
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 1.6Gb EIDE PIO:4
- Diamond Stealth 64 PCI w/ 2Mb Dram (64-bit)
- 15" Acer 56E Digital Color Monitor (1280 x 1024) .28 NI
- Keytronic 104 Keys Enhanced Keyboard
- Super Mini Tower Case w/ 230 Watt Power Supply
- Microsoft Ergonomic Serial Mouse
- 12X CD-Rom Drive
- Sound Blaster 16-bit Sound Card (Creative Labs)
- Pair of Amplified Speakers 200 Watts
- Windows 95 CD-ROM *Pre-Loaded* Full Version (CD & Manuals)

Pentium PRO — Venus
200MHz — $ 2,458

- Intel Venus P6-200Mhz (Socket 8)
- Intel Natoma Chipset (ATX Form Factor)
- 256Kb Cache
- Intel CPU P6-200MHz
- CPU Cooling kit w/ Heatsink & Fan
- 32Mb EDO 60ns Ram Installed
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 3.1Gb EIDE PIO:4 (WD-33100)
- Matrox Mystique 3D PCI w/ 4Mb
- 17" Acer 76IE Digital Color Monitor (1280 x 1024) .27 NI
- Microsoft Natural Keyboard
- Diablo Tower Case w/ 235 Watt P.S (ATX Style)
- Microsoft Ergonomic PS-2 Mouse
- 12X CD-Rom Drive
- Crystal 16-bit Sound (On-Board)
- Pair of Amplified Speakers 300 Watts
- Windows NT Workstation 4.0 *Pre-Loaded* (CD & Manuals)

intel. Pentium — Marl
100MHz — $ 1,318

- Intel Marl Motherboard (Socket 7)
- Triton II Chipset (ATX Form Factor)
- 256Kb Cache (Pipelined Burst Sram)
- Intel CPU P5-100MHz
- CPU Cooling kit w/ Heatsink & Fan
- 16Mb EDO 60ns RAM Installed (72-pin)
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 1.6Gb EIDE (PIO:4)
- Matrox Mystique 3D PCI w/ 2Mb SDRAM
- 15" Acer 56E Digital Color Monitor (1280 x 1024) .28 NI
- Keytronic 104 Keys Enhanced Keyboard
- ATX Super Mini Tower Case w/ 235 Watt Power Supply
- Microsoft Ergonomic PS-2 Mouse
- 12X CD-Rom Drive
- Sound Blaster 16-bit Sound Card (Creative Labs)
- Pair of Speakers (Yamaha YST-M5)
- Windows 95 CD-ROM *Pre-Loaded* Full Version (CD & Manuals)

intel. Pentium — Tucson
100MHz — $ 1,328

- Intel Tucson (2) Motherboard (Socket 7)
- Intel Triton II Chipset (AT Form Factor)
- 256Kb Cache (Pipelined Burst Sram)
- Intel CPU P5-100MHz
- CPU Cooling kit w/ Heatsink & Fan (Ball Bearing)
- 16Mb Ram Installed (72-pin)
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 1.6Gb EIDE PIO:4
- S3 Virge PCI w/ 2Mb EDO DRAM (On-Board)
- 15" Acer 56E Digital Color Monitor (1280 x 1024) .28 NI
- Keytronic 104 Keys Enhanced Keyboard
- ATX Super Mini Tower Case w/ 235 Watt Power Supply
- Microsoft Ergonomic PS-2 Mouse
- 12X CD-Rom Drive
- Yamaha OPL3-SA 16-bit Sound Card (On-Board)
- Pair of Speakers (Yamaha YST-M5)
- Windows 95 CD-ROM *Pre-Loaded* Full Version (CD & Manuals)

Pentium PRO — Providence
200MHz — $3,998

- Intel Providence Dual Pentium Pro
- Intel Natoma Chipset (ATX Form Factor)
- 256Kb Cache
- Intel CPU P6-200MHz (Use Single Processor)
- CPU Cooling kit w/ Heatsink & Fan
- 64Mb EDO ECC w/ Buffer 60ns Ram Installed
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Adaptec 7880 Ultra / Wide SCSI Controller (On-Board)
- Intel Ethernet-Express Pro 100B Lan Controller (On-Board)
- 2 Universal Serial Bus (On-Board)
- Floppy Drive 1.44Mb
- Hard Disk 4.3Gb Ultra or Fast Wide SCSI
- Matrox Millennium PCI w/ 4Mb WRAM (64-bit)
- 17" Acer 76IE Digital Color Monitor (1280 x 1024) .27 NI
- Microsoft Natural Keyboard
- Full ATX Tower Case w/ 300 Watt P.S (ATX Style)
- Microsoft Ergonomic PS-2 Mouse
- 12X CD-Rom Drive
- Crystal 16-bit Sound (On-Board)
- Pair of Amplified Speakers 300 Watts
- Windows NT Workstation 4.0 *Pre-Loaded* (CD & Manuals)

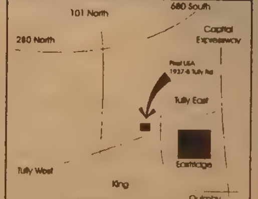
Other pentium CPU Options

Intel pentium 133MHz	Add $ 110
Intel pentium 150MHz	Add $ 130
Intel pentium 166MHz	Add $ 280
Intel pentium 200MHz	Add $ 410
Intel pentium MMX 166MHz	Add $ 340
Intel pentium MMX 200MHz	Add $ 500

Pixel USA

(408) 929-7218

1937-B Tully Road, San Jose, CA 95122
Fax: (408) 929-7244



Prices subject to daily fluctuation. Please call for lastest price. Not responsible for typos.Cash discount applies to currency only (not checks, money order or credit cards).

MOTHERBOARDS W/O CPU

QDI Pentium P5 Series (Triton III Chipset)	$88
QDI Single Pentium Pro (Natoma Chipset)	$218

FREE COMPUTER TECH

586 F 63 Pentium P5-75 --->200Mhz (256K)	$118
586 F 76 Pentium P5-75 --->200Mhz (512Kb)	$138
586 F 72 Pentium P5-75 --->200Mhz (512Kb) ATX	$138
Pro66-SP Single Pentium Pro (Natoma Chipset)	$218
P5F70 Dual Pentium Pro (Natoma Chipset)	$398
Other	$Call

SUPERO

P55STE Single Pentium (512K)	$168
P6SNE Single Pentium Pro	$278
P6DNE Dual Pentium Pro	$358
P6SNS Single Pentium Pro w/2940UW on Board	$398
P6DNH Dual Pentium Pro w/ i960	$1,048
Other	$Call

TYAN

Tyan S1563 Tomcat III Single Pentium (512Kb)	$188
Tyan S1563-D Tomcat III Dual Pentium (512Kb)	$238
Tyan S1662 Dual Pentium Pro	$438
Tyan S1668 Dual Pentium Pro	$438
Other	$Call

intel

Marl	$113
Tucson + Audio	$178
Tucson + Audio + Video	$258
Venus	$228
Venus + Audio	$278
Providence (Retail Box)	$588

ASUS

P/I-P55T2P4	$143
P/I-XP55T2P4 (ATX)	$148
P/I-XP6NP5 Pentium Pro Series	$273
P/I-P65UP5 Dual Pentium Pro Series	$583
Other	$Call

All Motherboards Come With the Following

2 enhanced serial ports 16550 UARTS
1 EPP/ECP parallel port
2 Enhanced IDE ports for 4 IDE devices
1 floppy port for 2 floppy drives

CPU'S & MEMORY

AMD K5-133MHz---------->200Mhz	$Call
Cyrix6X86 P-166---------->200Mhz	$Call
Intel P5-100-- ------>200MHz	$Call
Intel MMX P5-166---------->200Mhz	$Call
Intel P6-150---------->200Mhz	$Call
MM2-32 60 (8Mb)	$Call
MM4-32-60 (16Mb)	$Call
MM4-36-60 (16Mb) w/Real Parity	$Call
MM8-36-60 (32Mb) w/Real Parity	$Call
MM2-32-60 EDO (8Mb)	$Call
MM4-32-60 EDO (16Mb)	$Call
MM8-32-60 EDO (32Mb)	$Call
SRDRAM 16Mb/32Mb (DIMM)	$Call
DIMM 32Mb/64MB ECC EDO 3 3Vw/Buffer	$Call

VIDEO CARDS

Super VGA Card w/ 1Mb (Trident)	$23
Windows Accelerator VLB w/ 1Mb (CL-5429)	$23
Windows Accelerator PCI w/ 1Mb (Trident 9440)	$28
Windows Accelerator PCI w/ 2Mb (Trident 9680)	$38
Windows Accelerator PCI w/ 2Mb (S3-765)	$48
Windows Accelerator PCI w/ 4Mb (S3-765)	$68
Windows Accelerator PCI w/ 2Mb (S3-Virge 3D)	$68
Windows Accelerator PCI w/ 4Mb (S3-Virge 3D)	$88
Windows Accelerator PCI w/ 2Mb (ET-6000)	$68
Windows Accelerator PCI w/ 4Mb (ET-6000)	$118
Hercules Dynamite 128 PCI 2Mb (OEM)	$98
STB LightSpeed 128 PCI 2Mb (OEM)	$98
STB LightSpeed 128 PCI 2Mb (Retail Box)	$138
Graphics Blaster MA 202 PCI 2Mb (Retail Box)	$93
Graphics Blaster MA 302 PCI 2Mb (Retail Box)	$118
MGA Mystique PCI 2Mb (OEM Version)	$108
MGA Mystique PCI 4Mb (OEM Version)	$138
9FX Reality 332 PCI w/ 2Mb (Retail Box)	$128
Imagin 128 PCI w/ 2Mb	$228
Imagin 128 PCI w/ 4Mb Dual Screen	$388
Imagin 128 PCI w/ 4Mb Series 2	$438

DIAMOND
Computer Systems, Inc.

Speed Star Pro 64 PCI w/ 1Mb (CL-5434)	$38
Stealth 64 PCI w/ 2Mb (S3-764)	$63
Stealth 64 Video 2001 Series PCI w/ 2Mb (S3-765)	$68
Stealth 3D 2000 PCI w/ 2Mb (S3-Virge 3D)	$93
Stealth 3D 2000 PCI w/ 4Mb (S3-Virge 3D)	$108
Stealth 64 Video VRAM PCI w/ 2Mb VRAM (S3-964)	$88
Stealth 64 Video VRAM PCI w/ 2Mb VRAM (S3-968)	$128
Stealth 64 Video VRAM PCI w/ 4Mb VRAM (S3-968)	$208
Stealth 64 Video 3000 VRAM PCI w/ 2Mb Vram (S3-988)	$148
Stealth 64 Video 3000 VRAM PCI w/ 4Mb Vram (S3-988)	$208
Diamond Monster 3D w/ 4Mb	$208
........Retail Box (PCI Version)	
Stealth 64 Video 2001 Video w/ 2Mb (Model 2201)	$88
Stealth 3D 2000XL w/ 2Mb (Model 2000XL)	$138
Stealth 3D 2000XL w/ 4Mb (Model 2400XL)	$168
Stealth 64 3000 Video w/ 4Mb Vram (Model 3400XL1)	$218
Diamond Monster 3D w/ 4Mb (Model XL)	$248

ATI TECHNOLOGIES INC
Perfecting the PC

Graphic XPression PCI 2Mb	$88
Graphic 3D XPression PCI 2Mb	$138
Graphic 3D Expression + PC2TV 2Mb	$148
Graphic 3D Expression + PC2TV 4Mb	$178
Graphic Win Turbo PCI w/ 2Mb Vram	$168
Graphic 3D Pro Turbo PC2TV PCI w/ 4Mb	$228
Graphic 3D Pro Turbo PC2TV PCI w/ 8Mb	$308
Other ATI OEM	Please Call !!!

......All ATI Products come with retail box only ....

matrox

MGA Mystique PCI 2Mb	$133
MGA Mystique PCI 4Mb	$163
MGA Millenium PCI 2Mb	$178
MGA Millenium PCI 4Mb	$248
2Mb for MGA Mystique upgrade	$68
2Mb WRAM for MGA Milleninum upgrade	$88
4Mb WRAM for MGA Milleninum upgrade	$178
6Mb WRAM for MGA Milleninum upgrade	$228
Other MGA OEM	Please Call !!!

....All Matrox Products come with retail box only

MONITORS

14" SVGA Color Monitor (1024x768) .28 NI	$193
15" SVGA Color Monitor (1024x768) .28 NI	$258

Acer

14" 34T (1024x768) .28 NI	$218
15" 56E (1280x1024) .28 NI w/ Digital Control	$318
17" 76IE (1280x1024) .28 NI w/ Digital Control	$568

NEC

15" XV15+	$378
15" M-500	$378
17" XV17+	$698
17" M700	$758
17" P750	$898
21" P1150	$1,998

SONY.

14" S1425	$238
15" 100SF	$458
17" 200SX	$658
17" 200 SF	$758
17" 17SE2T	$948
20" 300 SF	$1,568
20" Sony 20SE-2T	$1,838

ViewSonic®

17" 17GS	$598
17" 17GA	$658
17" 17PS	$698
17" PT775	$838
20" G800	$1,098
21" PT81	$1,658
21" P815	$1,758

NANAO

17" FX-C5	$708
17" FX-C6	$798
17" TX-C7S	$998
20" TX-D7S	$1,668
21" F2 21	$1,768
21" FX2 21	$2,868

CASE & POWER SUPPLY

External Half-Height SCSI Case (3.5") with 40 Watts	$58
External Half-Height SCSI Case (5.25") with 40 Watts	$58
External SCSI Case for (4) 5.2.5" with 200 Watts	$98
External SCSI Case for (8) 5.2.5" with 200 Watts	$218
Mini tower + 230 watts P S	$28
Super Mini Tower + 230 watts P.S	$38
Mid Tower + 230 watts P.S	$48
Full Tower + 230 watts P S	$68
Super File Full Tower + 300 watts P.S (w/4 Wheels)	$158
Irwin IW-G-500 Mid Tower + 230 W. P.S	$63
Irwin IW-A-500 ATX Mid Tower + 235 W. P.S	$78
Irwin IW-Q-500 ATX Full Tower + 235 W.P.S	$108
Diablo AT Desk Tower + 250 W.P.S (A4671)	$88
Diablo Super Mini Tower + 250 W.P.S (A6601) + 2nd Fan	$88
Diablo ATX Mid Tower + 250 W.P.S (A6711)	$98
Diablo ATX Mid Tower + 235 W.P.S (A6711)	$128
Gigastar ATX Mid Tower + 235 W.P.S	$88
Gigastar ATX Full Tower + 235 W.P.S	$118
Gigastar ATX Full Tower + 300 W.P.S + 2 Extra Fans	$158
Enlight ATX Desk Top Tower + 235 W.P.S (EN-7200)	$88
Enlight ATX Mid Tower + 235 W.P.S (EN-7230)	$88
Power Supply 230 Watts (AT PS-2 Type)	$23
Power Supply 250 Watts (AT PS-2 Type)	$33
Power Supply 300 Watts (AT PS-2 Type)	$48
UPS 450VA/280 Watts	$118

HARD DISKS

Quantum FireBall 2.1GB SCSI-2	$338

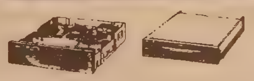
WESTERN DIGITAL

1.6Gb EIDE 10ms (WD-21600) PIO:4	$208
2.1Gb EIDE 12ms (WD-32100) PIO:4	$238
2.5Gb EIDE 12ms (WD-32500) PIO:4	$278
3.1Gb EIDE 12ms (WD-33100) PIO:4	$298

Seagate

1.27GB EIDE 12ms (ST-31276A) PIO:4	$188
1.6GB EIDE 14ms (ST-31621A) PIO:4	$198
2.1GB EIDE 12ms (ST-32132A) PIO:4	$228
2.5GB EIDE 11ms (ST-52520A) PIO:4	$258
3.4GB EIDE 10.5ms (ST-33440A) PIO:4	$Call
4.2GB EIDE 10.5ms (ST-34250A) PIO:4	$Call
2.1GB Fast/Wide SCSI-2, 8.5ms, 512Kb, 7200 RPM	$Call
2.1GB Ultra SCSI, 8ms, 512K, 7200 RPM (ST32171N)	$Call
2.1GB Ultra Wide SCSI, 8ms, 512K, 7200 RPM (ST32171W)	$Call
4.3GB Ultra SCSI, 8ms, 512K, 7200 RPM (ST34371N)	$Call
4.3GB Ultra Wide SCSI, 8ms, 512K, 7200 RPM (ST34371W)	$Call
9.1GB Ultra SCSI, 8ms, 512K, 7200 RPM (ST19171N)	$Call
9.1GB Ultra Wide SCSI, 8ms, 512K, 7200 RPM (ST19171W)	$Call

FLOPPY DRIVES



1.44Mb (Mitsumi)	$20
1.44Mb (TEAC) White	$23
1.2Mb (TEAC) White, Black	$38/$23
1.2MB & 1.44MB Combo (TEAC)	$83

CD-ROM DRIVE

Mitsumi FX800T 8X (IDE)	$98
Mitsumi FX-120T 12X (IDE)	$118
Teac 512E 12X (IDE)	$118
Toshiba 5702B 12X (IDE)	$138
GoldStar 16X (IDE)	$168
Mitsumi 16X (IDE)	$168
Teac 56S 6X (SCSI)	$138
Panasonic 506B 8X (SCSI-2)	$158
Toshiba 12X (SCSI)	$168
Toshiba 16X (SCSI)	$228

HEWLETT® PACKARD

HP SureTore CD-Writer 4060i	$548

INTERFACE CARDS

Parallel Card	$8
IDE ISA 2HD & 2FD 2s, 1p, 1g (DTC-2280)	$13
EIDE VLB w/Bios 4HD & 2FD 2s (16550), 1p, 1g	$28

adaptec®

2940 Ultra PCI SCSI-2 w/kit (OEM)	$188
2940 Ultra PCI SCSI-2 w/kit (Retail Box)	$238
AHA-2842A-Kit (Retail Box)	$188
AHA-2940UW PCI SCSI (OEM)	$208
AHA-2940UW-Kit (Retail Box)	$288
AHA-3940UW-Kit (Retail Box)	$398
AHA-3985-Kit (Retail Box)	$688
AHA-3985W-Kit (Retail Box)	$738

MODEMS

Modem & Fax 28.8 V.34 (internal)	$58
Modem & Fax 33.6 V.34 (internal)	$68
Supra Express 28.8 V.34w/ Voice P&P (internal)	$88

USRobotics®
The Intelligent Choice in Data Communications

Sporter Modem & Fax 33.6 V.34 (OEM Version)	$113
Sporter Modem & Fax 33.6 V.34 (Internal)	$133
Sporter Modem & Fax 33.6 V.34 (External)	$153
Sporter Modem VI & Fax 33.6 V.34 w/ Voice (OEM Version)	$123
Sporter Modem VI & Fax 33.6 V.34 w/ Voice (Internal)	$153
Sporter Modem VI & Fax 33.6 V.34 w/ Voice (External)	$183
Sporter VI 28.8 FaxModem with DSVD (Internal)	$98

MICE

LOGITECH

2 Buttons Serial	$6
3 Buttons Serial	$13
First Mouse Serial	$13
MouseMan Combo	$23
TrackMan Vista	$33
TrackMan Marble	$53
TrackMan Marble (Retail Box)	$83
WingMan Joystick	$18
WingMan Joystick Extreme	$28
WingMan Joystick Warrior	$78

Microsoft®

Microsoft Natural Keyboard	$63
Microsoft Serial Mouse (Ergonomic)	$23
Microsoft PS-2 Mouse (Ergonomic)	$28
Windows 95 on CD (CD & Manual) Service PK II	$88
Microsoft Office 95 Professional on CD	$198
Microsoft Windows NT 4.0 Workstation	$178

.........All Microsoft Products sell with the system only .....

ACCESSORIES

Jaz Cartrige	$93
Colorado T1000	$118
Colorado 800Mb (External)	$138
Colorado T3000	$188
Colorado T4000	$358
Zip Drive (External)	$188
Jaz Drive (Internal)	$388
Jaz Drive (External)	$478
Speakers 25 Watts	$15
Speakers 200 Watts	$28
Speakers 300 Watts	$38
Platinum 160 Watts w/ Subwoofer	$88
Yamaha YST-M7 (5 Watts per channels)	$38
Yamaha YST-M15 (10 Watts per channels)	$73
Yamaha Subwoter	$108

CREATIVE
CREATIVE LABS, INC.

Sound Blaster 16 P&P (OEM)	$63
Sound Blaster 32 P&P (OEM)	$108
Sound Blaster 32 P & P (Retail Box)	$138
Sound Blaster AWE64 P & P (Retail Box)	$188
Sound Blaster AWE32 P & P (Retail Box)	$218

KEYBOARDS

Mitsumi 104 Enhanced Keys	$13
Mitsumi 104 Enhanced Keys w/ PS-2	$15
Acer 101 Enhanced Keys (Soft Click)	$18
Keytronic 104 Enhanced Keys (Windows 95)	$23
Keytronic 104 Enhanced Keys w/ PS-2	$25
MNB 104 Click Enhanced Keyboard	$45
Liteon SK-6000 w/ Touch Pad	$58

USA Pixel

Pixel USA

(408) 929-7218

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Fax: (408) 929-7244

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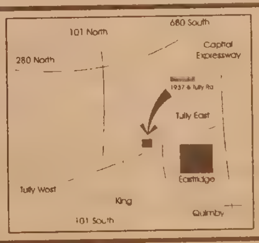

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Resources

Calendar Of Events

Conferences, Shows, Special Events

February

February 2 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803.

February 3–6 COMNET Conference. Washington, D.C. Contact: 1-800-545-EXPO or URL: *http://www.mha.com/comnet/* .

February 4 Information Retrieval on the Internet. San Jose. Computer College of Silicon Valley. Contact: (415)325-3648.

February 4 Making Web Pages—Adding Java Applets to Web Pages. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648.

February 4–5 Document Solutions '97. San Francisco. AIIM International. Contact: Kara Dao or Terry Driver, (301)587-8202, *kdao@aiim.org* or *tdriver@aiim.org* .

February 5 Applications of Neural Networks. Santa Clara. International Technological University. Contact: (408)727-1000.

February 6 Introduction to VRML, Java and JavaScript. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648.

February 12 Information Integration. Santa Clara. International Technological University. Contact: (408)727-1000.

February 15 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com* .

February 17 Hands-On Java Programming—Getting Started With Applets. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648.

February 17–19 DCI's Small Business Automation Conference and Expo. San Jose. Contact: (508)470-0526, *ConfReg@dciexpo.com* , or URL: *http://www.DCIexpo.com/* .

February 17–19 DCI's Internet Expo, Web World & EMail World. San Jose. DCI. Contact: (508)470-3870.

February 17–19 The Internet Developers Competition. San Jose. DCI. Contact: (508)470-3870.

FEBRUARY 19/MARCH 20

How To Break Into Computer Animation

SAN FRANCISCO

Co-sponsored by The Learning Annex and *MicroTimes,* How to Break Into Computer Animation promises to teach attendees everything they need to know to begin a career in the cutting-edge field of computer animation. Students will find out the basics of computer-animation production, plus what jobs are in demand, and how to find those jobs; how to get your foot in the door; the pros and cons of major studios vs. independent producers; the tools of the trade; how to create your first demo reel; how to contact key people in the industry; and a review of the state-of-the-art software and hardware. In addition, the basic structure of animation technique, both traditional and digital, including frame-by-frame, interpolation, motion simulation, etc., will be covered. William H. Hilf, veteran of Pixar, Rhythm and Hues, and Industrial Light and Magic and current director of Web site development for Nanothinc, will teach the class. For more information, contact The Learning Annex at (415)788-5500, ext. 415A.

MARCH 15

San Jose PC Show

SAN JOSE

Reinstated under new management, the Computer Show at the San Jose Fairgrounds will feature approximately 30–40 vendors from all over the Bay Area, selling both Macintosh and PC hardware and software. Admission is $4.00. For more information, contact (415)493-8209, or URL: *http://www.inetbiz.com/pam* .

February 18–20 DCI's Internet Expo. San Jose. Contact: 1-800-DCI-EXPO, *ExpoReg@dciexpo.com* , or URL: *http://www.DCIexpo.com/* .

February 19 Information Proficiency: Success Requires More Than Technology. Santa Clara. International Technological University. Contact: (408)727-1000.

February 19–21 Second Annual Conference on Freely Redistributable Software. San Francisco. Contact: (415)903-1414, *jrcarter@cygnus.com* , URL: *http://www.cygnus.com/conference/fsc-1997.html/* .

February 22–26 Web Design and Development '97. San Francisco. Contact: 1-800-441-8826, or *web97@mfi.com* .

February 24 Doing Business on the Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648.

February 26 What is in Engineering? Santa Clara. International Technological University. Contact: (408)727-1000.

February 26–28 Documation '97. Santa Clara. Contact: (617)837-7200, *documation@capv.com* , or URL: *http://www.capv.com* .

March

March 2 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803.

March 3–4 RealMedia Users Conference. San Francisco. Progressive Networks. Contact: (206)674-2295.

March 8 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com* .

March 10–11 Network Outlook. Burlingame. Contact: (212)343-1915, or URL: *http://wwwtpsite.com* .

March 10–14 UniForum '97. San Francisco. Contact: (617)433-1650, or URL: *http://www.uniforum97.com* .

March 15 PC Computer Show. San Jose Fairgrounds. Contact: David, (415)493-8209 or URL: *http://www.inetbiz.com/pam* .

March 17–20 UNIX Kernal Internals. Boston, MA. Contact: (510)643-1492, *bnw@unx.berkeley.edu* .

March 18–20 Internet and Electronic Commerce. New York, NY. Contact: (203)256-4700, or URL: *http://www.expocon.com/iec* .

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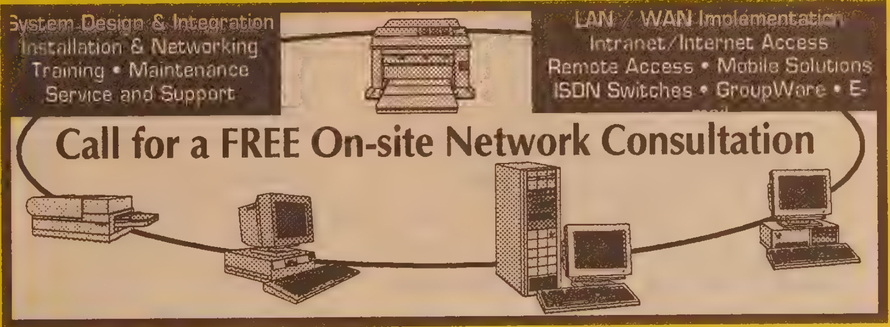
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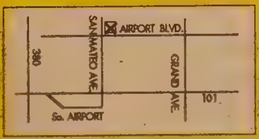

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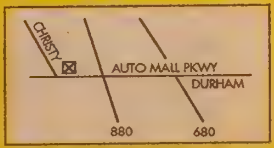

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Classes, Seminars, Workshops

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February 1 Internet: The Basics. Martinez. Martinez Technology Education Center. Contact: (510)228-3276, *martinez@otan.dni.us* , or URL: *http://www.otan.dni.us/webfarm/mtec/mtec.html* .

February 3 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

February 3 Web Publishing Using Microsoft FrontPage. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

February 3 WordPerfect 6.0/6.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 3–14 Interactive Multimedia Intensive. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 3, 18 Intro to MS-DOS 5.0/6.2. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 3–5 Novell System Admin. 3.12/4.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 3–6 Professional AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

February 4 Introduction to WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 4 Painter 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 4 Electric Image 1: Animation/Geometry. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 4 Windows 95–New Features. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 4 Photoshop 4.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 4 Word 1. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 4, 12 Access 2.0 and 7.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 4, 14 Intro to Windows 3.1/Win 95. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 5 Windows 95. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

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February 5 Illustrator. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 5 Careers in Multimedia. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 5 Publish the Net 7: Preparing Time-Varying Media for the WWW. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 5, 19 Word 6.0/7.0 WIN/MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 6 Introduction to Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 6 Enhancing Web Pages with Java Applets for Non-Programmers. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

February 6 Elements of Multimedia Design. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 6 Paradox 4.5/5.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 6 Excel 1. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 6, 14 Excel 5.0 and 7.0 WIN/MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 6–8 PCB Fabrication and Assembly. Santa Clara. The Copper Connection. Contact: (408)970-9838.

February 7 Introduction to Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 7 PowerPoint 4.0 and 7.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 7 Pagemaker 5.0/4.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 8 Navigating the Internet with a Web Browser. Martinez. Martinez Technology Education Center. Contact: (510)228-3276, *martinez@otan.dni.us* , or URL: *http://www.otan.dni.us/webfarm/mtec/mtec.html* .

February 8 Using the Internet Part 1: Introduction and Getting Connected. Fremont. UC Berkeley Extension. Contact: (510)642-4111.

February 8 Using the Internet Part 2: Electronic Mail. Fremont. UC Berkeley Extension. Contact: (510)642-4111.

February 8 Publish the Net 3: Introduction to HTML. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 8 Windows 95. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 10 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

February 10 Intermediate WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 10–12 Intro to Visual Basic 3.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 10–12 Supporting Windows NT Server. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 10–13 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

February 11 Introduction to WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 11 PC Hardware Fundamentals. Oakland. Hands-On Training Center. Contact: (510)836-2040.

February 11 Photoshop 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 11 Word 2. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 12 Publish the Net 1: Barn-Raising, Waiting Tables, and the WWW. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 12 PowerPoint. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 12–14 PC Troubleshooting and Maintenance. Oakland. Hands-On Training Center. Contact: (510)836-2040.

February 12, 19 Project 4.0 WIN/3.0 MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 13 Intermediate Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 13 Relational and Physical Database Design Techniques. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

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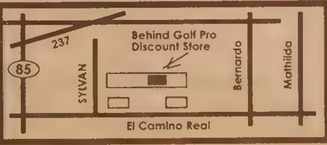

Resources

Calendar Of Events *continued...*

February 13 Excel 2. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 14 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 15 The Internet: What Is It? San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

February 15 Using the Internet Part 1: Introduction and Getting Connected. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

February 15 Using the Internet Part 2: Electronic Mail. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

February 15 Publish the Net 2: Pagemill–WYSIWYG Comes to the WWW! San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 15 Publish the Net 4: Intermediate HTML. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 15 Word 1. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 16 Publish the Net 3: Introduction to HTML. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 17 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

February 17 Photoshop 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 17–19 Intro to Access Basic 2.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 17–19 Perl Programming Workshop. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 17–21 C++ Programming Workshop. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 17–22 Core Technologies of Microsoft Exchange Server. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 18 Networking With TCP/IP. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

February 18 PC Hardware Fundamentals. Oakland. Hands-On Training Center. Contact: (510)836-2040.

February 18 MS Office 4.2. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 18 Great Newsletters! San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 18, 20 Internet: The Basics. Martinez. Martinez Technology Education Center. Contact: (510)228-3276, *martinez@otan.dni.us* , or URL: *http://www.otan.dni.us/webfarm/mtec/mtec.html*.

February 19 Introduction to PowerPoint for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 19 CD-R Technology Seminar. San Francisco. Smart Storage/JVC. Contact: 1-888-479-0100, ext. 179, or URL: *http://www.smartstorage.com* .

February 19 Orientation to C Language Programming. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

February 19 ClarisWorks. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 19–21 LAN and Network Hardware Fundamentals: From A to Z. Oakland. Hands-On Training Center. Contact: (510)836-2040.

February 19, March 20 How To Break Into Computer Animation. San Francisco. The Learning Annex. Contact: (415)788-5500, ext. 415A.

February 20 Using the Internet Part 3: Internet Tools. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

February 20 Interactive Authoring: Lingo 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 20 Careers in Computer Animation. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 20 Introduction to Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 20 Excel 3. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 20–22 PCB Design for High-Speed Logic. Santa Clara. The Copper Connection. Contact: (408)970-9838.

February 10, 21 Lotus 1-2-3. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 21 Introduction to Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 22 Web Page Layout/Design. Martinez. Martinez Technology Education Center. Contact: (510)228-3276, *martinez@otan.dni.us* , or URL: *http://www.otan.dni.us/webfarm/mtec/mtec.html* .

February 22 Word 2. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 23 Macintosh Basics. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 23 QuarkXPress 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 23 Internet and World Wide Web 101. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 24 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

February 24 ABC's of the Internet. San Francisco. MentorNet. Contact: (415)664-1091, *admin@mentornet.com* , or URL: *http://www.mentornet.com/* .

February 24 CNA Certification Preparation Class Plus Modem Access. Oakland. Hands-On Training Center. Contact: (510)836-2040.

February 24 Intermediate Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

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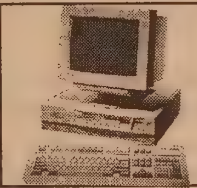

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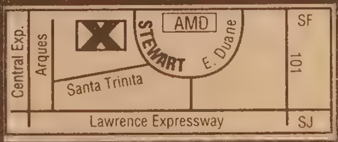

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February 25 Doing Business on the Internet. San Francisco. MentorNet. Contact: (415)664-1091, *admin@mentornet.com* , or URL: *http://www.mentornet.com/* .

February 25 Using Microsoft Exchange–Client-Basics. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

February 25 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 26 Interactive Authoring: Hypercard. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 26 Introduction to WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 26 Windows 95. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 27 Intermediate WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

February 27 Access/FileMaker. San Mateo. Kindly Computer Classes. Contact: (408)508-0354.

February 27–29 Communications and Modem Troubleshooting. Oakland. Hands-On Training Center. Contact: (510)836-2040.

February 28 QuarkXPress 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 28 Publish the Net 4: Intermediate HTML. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

February 28 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March

March 1 Using the Internet Part 2: Electronic Mail. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

March 3 Photoshop 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

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March 3 Intro to Windows 3.1/Win 95. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 3 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

March 3, 12 Intro to MS-DOS 5.0/6.2. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 3, 12 Access 2.0 and 7.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 3–5 Intro to Access Basic 2.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 3–5 Supporting Windows NT Server. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 4 Introduction to QuickTime VR (QTVR). San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

March 4 Windows 95–New Features. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 4 WordPerfect 6.0/6.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 4 Photoshop 4.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 4 Introduction to Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 4, 13 Excel 5.0 and 7.0 WIN/MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 5 Introduction to Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 5, 14 Word 6.0/7.0 WIN/MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 5, 19 PowerPoint 4.0 and 7.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

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March 6 Introduction to WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 7, 14 Project 4.0 WIN/3.0 MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 8 Publish the Net 5: Creating Dynamic Pages that Interact. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

March 10 Netscape Navigator 3.0. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

March 10 Pagemaker 5.0/4.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 10 Introduction to Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 10 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

March 10–12 Supporting Windows NT Worksta-tion. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 10–14 C++ Programming Workshop. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 10–14 Core Technologies of Microsoft Exchange Server. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

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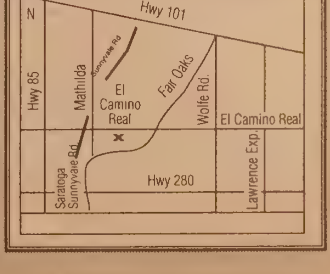

Sophia Antipolis *continued from page 232*

Barlow, David A. Ross, Sherry Turkle, Jaron Lanier, Sheldon Renan, R.U. Sirius and Sandy Stone on topics such as censorship and veracity, gender identities and roles, perception, community and privacy and interactive art. The CD-ROM contains some of Leeson's art and material that is suggested by these issues.

If you want your site to twist and shout, *Web Developer's Guide to Sound and Music* by Anthony Helmstetter and Ron Simpson (Coriolis Group Books, 336 pp + CD-ROM, $39.99) will provide a good jump-start. They tell you about audio capture, creation, prep, the recording process, hardware, software, sound libraries and on to licensing and contracts and interfacing with the Internet. Everything is laid out logically and clearly for the Windows user, with big screen shots and lots of links. The CD-ROM is a trove of clips, effects, scores, utilities, demos and tutorials. ■

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March 11 Intermediate Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 12 Illustrator. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

March 12 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 13 Painter 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

March 13 Introduction to PowerPoint for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 13–14 HP Laser Printer Repair and Maintenance. Oakland. Hands-On Training Center. Contact: (510)836-2040.

March 14 Intermediate WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 15 Publish the Net 3: Introduction to HTML. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

March 16 Electronic Commerce: Doing Business on the World Wide Web. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

March 17 Managing Your Mac. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

March 17 MS Office 4.2. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 17 Introduction to Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

March 17 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

March 17–19 Intro to Visual Basic 3.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 10, 18 Lotus 1-2-3. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

March 18 PC Hardware Fundamentals. Oakland. Hands-On Training Center. Contact: (510)836-2040.

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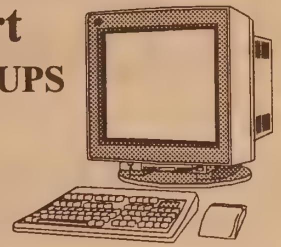

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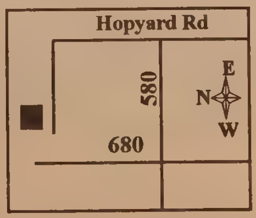

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AMD 5K86-100 PCI w/IO's, EIDE Ctrl 256K	$190
Cyrix 6x86 P200 PCI w/IO's EIDE 256K	$call
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Resources

USER GROUPS

AMIGA

AGA Flyers. Meetings: 7th of each month, 7:00 pm, 236 Waller St., San Francisco. We are Video Flyer, Lightwave, Imagine, ShapeShifter, and Amiga geeks! Contact: Corky Engel, (415)431-9111. [Exp.#161.]

AWEST–Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415) 474-1164. [Exp.#166.]

TOGA—The Other Group Of Amigoids. Meetings: 4th Sat., 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Free. Contact: Randy Abel, (408)356-9405 or *rabel1@cup.portal.com* ; or Warren Burnham, (408)252-3406. [Exp.#161.]

ATARI

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp.#166.]

COMMODORE

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)793-7868. [Exp.#166.]

CWEST–Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)626-9946. [Exp.#166.]

FUNHUG (Fremont, Union City, Newark, Hayward User Group). Meetings: 3rd Thurs., 7:30 pm, Newark Public Library, 6300 Civic Terrace Ave., Newark. For the Commodore 64/128 computer. Call: (510)793-7868. [Exp.#165.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor (near 1st and Mission), San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp.#163.]

Business Operations SIG of the Software Forum. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. Contact: Brian Tien, *briantien@aol.com* . [Exp.#165.]

Diablo Valley User Group—DVPC. Meetings: 1st Thurs., 7:30 pm, Bank of America, Bldg. B, 2001 Clayton Rd. at Galindo, Walnut Creek. SIGs include Internet, Windows, Beginner's, Visual Basic, education/entertainment, and more. Call: (510)556-1449. [Exp.#162.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627, 8 am–10 pm. [Exp.#166.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556, or URL: *http://www.ggcs.org* . [Exp.#166.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm. Guests welcome. Call: Lee Schwab, (707)257-2675 or *editor@nvpcug.org* , or URL: *http://nvpcug.org/~nvpcug/* for details and location. [Exp.#166.]

PC Users Group Of The Redwoods. Meetings: 2nd Thurs., 6:30 pm, Santa Rosa Veteran's Memorial Building, East Dining Room, Maple Ave., Santa Rosa. Call: (707)527-USER; or *info@sonic.net* . [Exp.#166.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, Rec Room, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415)593-9981, BBS (415) 571-9259, or *larryw3553@aol.com* . [Exp.#163.]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, #153, San Francisco. For people who use computers in their work. Visitors $10. Call: (415)788-5338 or *sfbc@juno.com* . [Exp.#166.]

San Francisco Computer Society. Meetings: 4th Mon., 7:00 pm, 1280 Laguna St., San Francisco. CP/M and DOS, novices welcome. Call: Bob Forsberg, (415)885-6202 or *rforsberg@aol.com* . [Exp.#162.]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, PUC Auditorium, 505 Van Ness Ave./McAllister. Presentations, Q&A sessions. Call: Jerry Stern, (415)572-1100 or 777-1332 for recorded events message. URL: *http://www.sfpcug.org/~group* . [Exp.#163.]

INTERNATIONAL

International Software SIG Of the Software Forum. Meetings: 3rd Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. A-2, Palo Alto. $10. Contact: Charlie Pfeffer-korn, *charliep@crystal-media.com* . [Exp.#165.]

INTERNET

Bay Area Internet User's Group (BAIUG). Meetings: 1st Weds., Novell Seminar Room, Bldg. 4 Embarcadero Center, Ste. 540, San Francisco. Contact: Ed Reiss, (510)204-9869, or Ted Resnick (415)703-0051, or URL: *http://www.baiug.org* . [Exp.#165.]

BCOOL (Bay Area Computer Org. On-Line). Meetings: 2nd Fri., location varies. Free online classes, tech support, discussions, Web surfing, novices welcome, more. Contact: Lloyd, (415)459-8916, BBS (415)459-6094. [Exp.#162.]

Internet Database SIG of the Association of Database Developers (ADD). Meetings: 3rd Weds., San Francisco. Focuses on how to integrate databases into Web sites. Contact: Patrick Lynch, (510)482-5329, *patl@a.crl.com* , or URL: *http://ram.clearink.com/sig/* . [Exp.#165.]

Internet SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, DEC Auditorium, 130 Lytton Ave., Palo Alto. Contact: Dave McClure, *daveaslan@msn.com* . [Exp.#165.]

LEGAL

Bay Area CompuLaw Users Group. Meetings: every two months, Downtown San Francisco. Support/networking group of users of CompuLaw software. Free. Contact: Edward Zeidan, (510)283-5666 or *ezeidan@isconsult.com* . [Exp.#162.]

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, SF Bar Assoc. Boardroom, 7th Fl., 685 Market St., San Francisco. Brown bag meetings. Call: (415)421-5650. [Exp.#162.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408) 263-0398. [Exp.#166.]

Diablo Valley Macintosh User Group (DVMUG). Meetings: 3rd Tues., 6:30 pm, Bancroft School, Multi-Purpose Room, 2200 Parish Dr., Walnut Creek. Get together with Mac and Performa users. Many SIG meetings. Call: (510)938-4544. [Exp.#165.]

Macs Of Marin. Meetings: last Wed., 7:30 pm, Corte Madera Rec. Center, 498 Tamalpais Dr., Marin. Q&A 7:30, meeting 8:30, members free, nonmembers $5. Call: Richard, (415)485-5596. [Exp.#161.]

San Francisco Macintosh User Group (SFMUG). Meetings: monthly, SFSU. (415)587-4052 (online service), 487-5463 (info). [Exp.#163.]

MISCELLANEOUS

Game and AR Developers SIG of the Software Forum. Meetings: 3rd Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Byron Hale, *blhale@einfo.com* . [Exp.#165.]

Marketing SIG Of The Software Forum. Meetings: 2nd Mon., 7:00 pm, Stanford World Internet Center, The Stanford Barn, 700 Welch, Ste. 200, Palo Alto. Contact: Stan Trumbull, *strumb@bayarea.net* . [Exp.#166.]

The South Bay Home Brew Robotics Club. Meetings: last Weds., 7:30 pm, Cupertino Public Library Community Room, 10400 Torre Ave., Cupertino. Focus is on autonomous robots controlled by on-board computers. Contact: Chuck McMannis, (408)245-9652. [Exp.#161.]

MOBILE

Stanford Newton User Group. Meetings: 2nd and 4th Tues., 7:00 pm, Printer's Inc. Bookstore Cafe, 310 California Ave., Palo Alto. Contact: Flash Sheridan, (415)462-9203, *snug@pobox.com* , or URL: *http://pobox.com/~snug/* . [Exp.#163.]

MULTIMEDIA

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Contact: Mike Schmit, *mschmit@mcimail.com* . [Exp.#165.]

NETWORKING

San Francisco NetWare Users Group (SFNUG). Meetings: 2nd Tues., 6:00 pm, 4 Embarcadero Center, Ste. 540, NetWare and related software/hardware. Good food, no dues. [Exp.#161.]

continued on page 285

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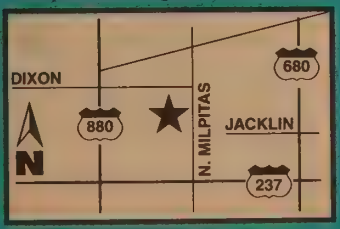

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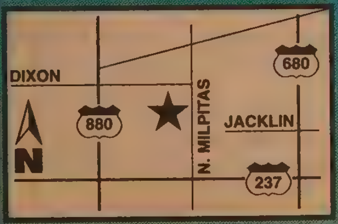

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an invasion of your privacy. It took fifty years of litigation to establish that the government needed something like a search warrant to tap your phone.

So with each introduction of any new technology that has some relevance to our constitutional rights, the government has always interpreted those rights as not applying to that new technology. The Internet is the newest example.

Senator Feinstein suggested that you shouldn't be allowed to distribute information about making explosives on the Internet. Of course, the government, the Department of Agriculture I believe, has pamphlets on how to make explosives out of fertilizer and fuel oil, similar to the kind that blew up the Oklahoma City building. But it's okay for the government to distribute that information in a pamphlet; it's not okay to put exactly that kind of information on the Internet.

TS: As Jonathan Seybold says, the government policy also puts the country at a strategic disadvantage in that it forces crypto development overseas, and yet strong crypto will be crucial to competing and being successful in the age of the Internet. So this is clearly working against the country's best interest.

The government is also, in this key escrow policy, trying to construct an infrastructure in which it would be very easy for foreign governments to spy on US companies, either here or on their soil, again putting us at a competitive disadvantage.

So I think this whole story is nothing less than the old guard, the Cold War bureaucratic, hierarchical, interventionistic mentality, confronting the era of the Internet and the new guard, the fast-moving global economy and the information infrastrucutre we're turning into. And this drama, as it plays out, will be part of the transition to the latter mentality.

I've even heard a lot of multinational US companies say, in essence, "Okay fine, if the government's going to take this attitude we'll move our crypto factories offshore."

PZ: As a matter of fact, some months ago Jim Bidzos announced a partnership with the government of China to develop crypto overseas.

TS: The US has this high-speed racing boat in the form of high-tech, and this government policy is like a giant boat-anchor holding it back.

From the standpoint of your Fortune 100 clients, what's wrong with Son of Clipper [the latest federal key escrow proposal], and weak crypto in general?

PZ: Customers don't want it. It's an affront to their basic sensibilities.

Even button-down corporate companies feel this way?

Those button-down corporate companies have to sell to their customers too, and their customers don't want it. At the bottom of the food chain, the man on the street doesn't want his private communication listened to by the government. So whatever products he's going to buy, he's going to prefer products that don't behave that way.

LH: As a person that really looks at the market and at customer demand, I would say that there is a demand for ease-of-use, there is a demand for integration with email products, there is a demand for the management of keys in large corporations, but I have found *no* customer demand for key escrow by the federal government. It is not something that customers are asking for, and the alternative, weak crypto, is too frightening, because it can be broken.

Phil's reputation, and the reputation of this company, is based on trust, that when we say it's strong crypto, we've got a guy here that was willing to go to prison. We stand behind that, and people trust us and they trust our product. And for us to not fulfill that promise would be very detrimental, not only to our customers but to us as well.

From a product standpoint, who are your competitors?

TS: We think we've defined a unique niche in the industry, which is cross-platform, cross-technology, cross-applications crypto services. What we call providing the crypto dialtone for the information age. We do not know of anybody currently trying to play the same role.

Companies like RSA are, to us, suppliers. We use their technology; they represent one set of technology that we use, but there are many others as well. Companies like Entrust, which just spun out from Northern Telecom, are sort of the Battlestar Galactica of the key-management world for very high-end and government customers, but that's only a small niche. In fact, they appear to us to be a very strong potential partner.

That said, we expect a lot of new entrants into this industry—it's a high-growth market. People are trying to follow the same strategy entering the market today. The advantage you have against those, of course, is time to market—Phil won the time-to-market war a long time ago—and moving quickly—and we're moving quickly.

LH: At the end of the day, if you want ubiquitous deployment of your product, and we certainly do, then the trust in the brand and the management of that brand becomes a major force.

Phil brings to us tremendous leverage from just his personal brand, and that's something we intend to take with us moving forward. Not just in building the brand for the product, but in the company values. The integrity with which we run this company has a lot to do with what I consider the potential for our success.

So the war stories have wound down, and now you have to do a company! [*laughter*]

PZ: Nice segue!

LH: A company based on values.

PZ: Maybe there'll be more war stories later!

TS: We decided at the outset of the company to make what is probably an unusual investment in a startup, in establishing a strong culture. So we defined our vision and mission and purpose—many startups do that. We went beyond that to articulate with a team our statement of values—it begins to institutionalize a lot of what Phil had already established as his approach to this. It talks about privacy. It takes trust as a central theme—in his case, it was trust in Phil and trust in PGP, and we're taking it through the company in terms of the way we do business, with trust with employees, shareholders, and partners. We've added some fairly strong statements about how we're going to do business, in terms of being marketing-driven and moving quickly and being understated.

We went beyond that and did something I've never seen done in a startup—which is establish, in addition to Vision and Values, the third piece, which is Practice. How we are an open company, that communicates directly, that makes commitments and sticks to them, that's responsive, that's dignified, and models it in the management team. This means a lot to the company, and we believe it builds a strong foundation for the business.

LH: At a pragmatic level, really being sincere about this has allowed us to recruit what I consider the top people in this valley, because people are looking for this kind of environment—they want a fun company, a company that has a great product; obviously a company that's demanding and fast-paced, but where the integrity and the value of the individual is really important.

PZ: This is not a Dilbert office.

TS: Our objective is to disprove Dilbert, fundamentally.

I'm dumbfounded by the chord this has struck with the team and the immediate payoff this has represented. There's a deep need for

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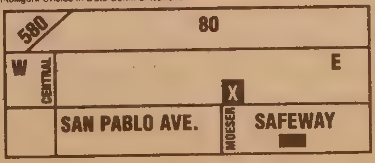

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this kind of approach in this industry, and people are really attracted to it.

Looking at this as if I were one of your investors...

We're doing a second round if you're interested! [*laughter*]

...what do you see as the threats to your business? All hopeful young startups have risks—what are yours?

The investors obviously ask that question, and it keeps me up at night.

I always tell them, it's simply execution. We have a huge market, we have the brand position, we have the technology, we have the products, we have the team, we have the foundation—it's a matter of moving fast and executing well.

Do you feel that there's a need to educate the users that they need this stuff?

PZ: I think the feds have already done that.

LH: There is an element of education that is necessary, and it varies from corporation to corporation and from person to person. Of our five marketing initiatives, one is educating, not about PGP per se but about the need for encryption and the lack of privacy.

I for one, before I came here, really didn't think about what the Internet was doing to my privacy. Once you become aware, it's a whole other way of looking at the world.

PZ: Normally, educating the market is an extremely expensive undertaking for marketing. But I think that in this case, with crypto, so much of it is done for us by the federal government, with the Clipper chip and key escrow controversies, by all the clamoring about the Internet, Newt Gingrich's cell phone conversation...(laughter) Before that it was Prince Charles.

LH: When I first came on board we talked about privacy and the fact that restoring privacy was really our focus, and how much we would have to educate about privacy versus security—and within two months it became a nonissue. I thought no one would want to write about privacy, but when the Clinton administration started talking about the new encryption policy, privacy was front-page every day for about two weeks.

Aside from general paranoia about the feds, what else are people concerned about?

I think just security of information within a corporation. If you look at our customer base on the commercial side, the product hasn't been deployed throughout corporations in these top Fortune 100 companies, but in pockets. It's used where you have sensitive information within companies—areas like HR, mission-critical information. The legal profession is certainly an area where cryptography has become a major issue, and medical files.

> ***Phil Zimmermann:*** *"Those button-down corporate companies have to sell to their customers too. At the bottom of the food chain, the man on the street doesn't want his private communication listened to by the government. So whatever products he's going to buy, he's going to prefer products that don't behave that way."*

TS: A recent example—a major credit card manufacturer had a laptop stolen with 300,000 names and credit card numbers. Because it was not encrypted they had to go about the process of informing 300,000 users and changing the credit card numbers—one of them being Phil.

PZ: They should use PGPDisk! [*laughter*]

Tell me a little bit about what your products are at this point, and how they relate to the PGP software we know about.

There will always be a freeware version of PGP. I promise. As long as I'm chairman of this company. Not only that, the freeware version of the product will always be as cryptographically strong as the commercial version.

TS: There's the PGP Mail series, which has to do with email interoperability and strong encryption for that application. That's evolving on the product roadmap, and more and more standard mail packages will have seamless integration with PGP.

There's a product area around PGP Disk, which is desktop encryption—lock up your desktop, and it solves the stolen-laptop problem. There's PGP Phone, which turns your laptop into a secure military-grade telephone, for both Internet and standard telephony.

PZ: You talk into the microphone, it compresses your voice and encrypts it and sends it out through the modem, and at the other end the steps are reversed, so you have a two-way real-time conversation that's secure.

Newt should have had this product!

[*laughter*] We don't have a cell version at this time, but we hope to.

TS: We have products for key directories, key servers for large installations where you have a large number of keys, keeping track of those. We have a Cookie Cutter product that allows you to surf the Web anonymously—that's on the market.

It's a full set on the client side and the server side, and also development kits for third parties.

Are you doing anything in the area of digital cash?

PZ: It's something I find interesting, and we'd like to do something in that area, but we've got our hands full right now.

PGP has become a worldwide de facto standard over the last five years. Nearly all the encrypted email in the world today is encrypted with PGP. It's won numerous industry awards. It's done all this without any resources, without any paid staff, me working out of my home in Boulder with volunteer labor while under criminal investigation.

Imagine what would be possible with a company behind it. ■

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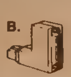
B. 

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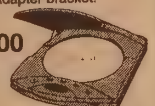

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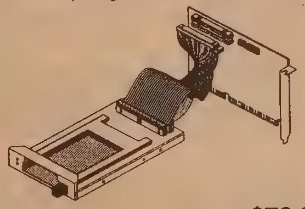

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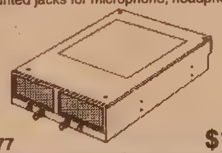

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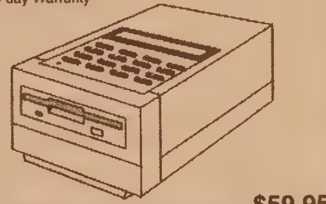

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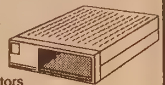

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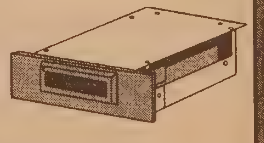

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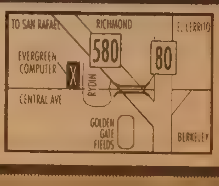

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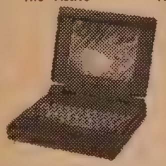

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continued from page 172

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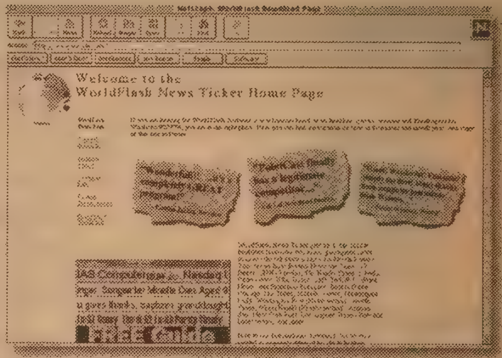
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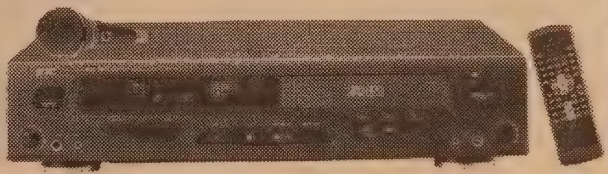

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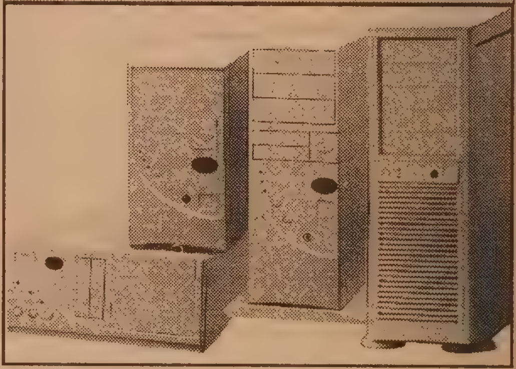

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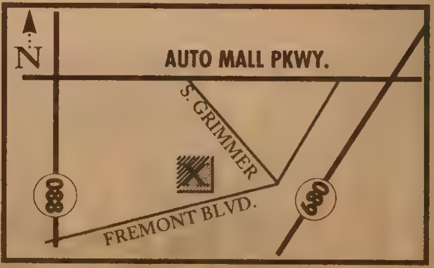

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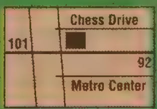

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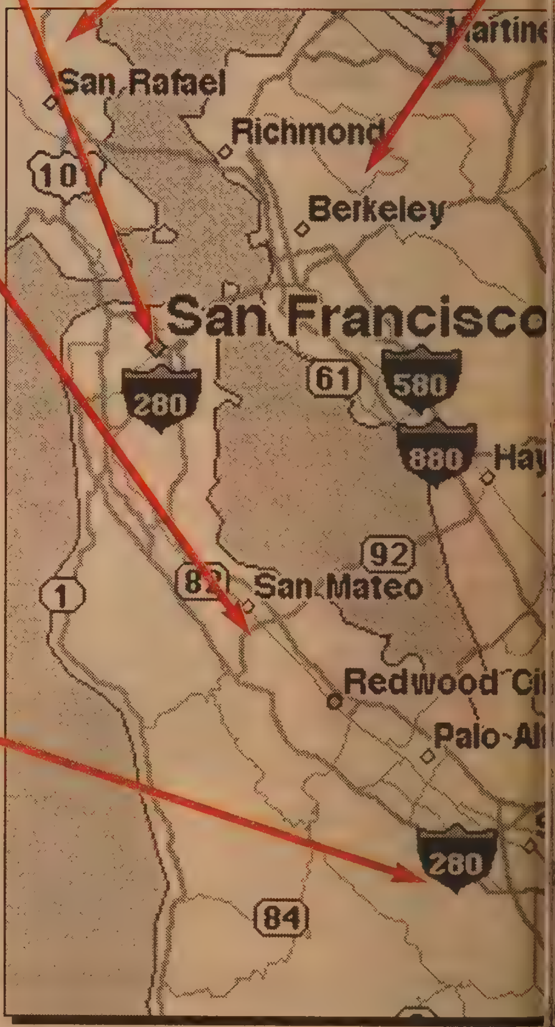

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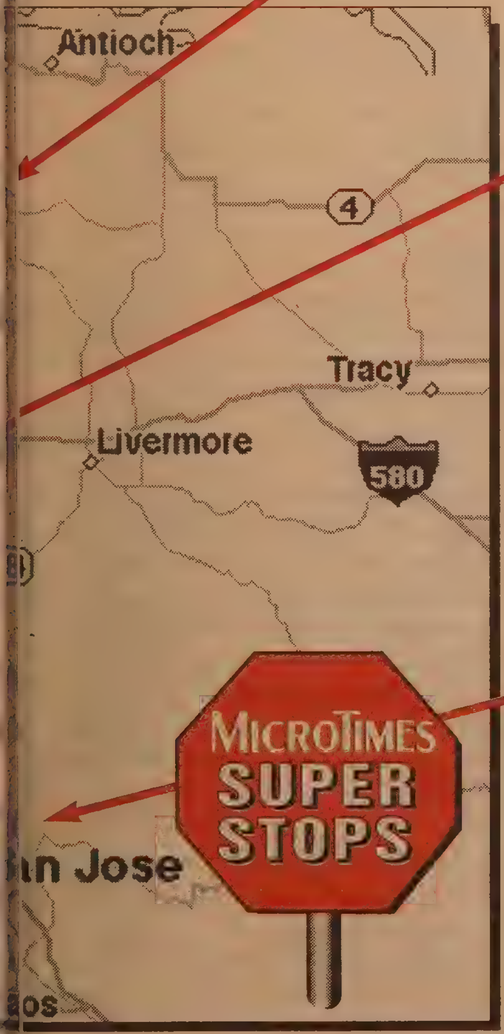

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Stop Spam! *continued from page 178*

4. Keep Your Address To Yourself

Spammers compile email lists from addresses they collect online, and the pickings are best on Usenet newsgroups, where people post tens of thousands of messages a day. Spammers use robot software called header scanners to cull email addresses out of "From:" lines in posts' Header field, collecting thousands at a time.

Some newsgroupies elude scanners by deleting their email address from their posts. But that prevents *anybody* from reaching them by private email. Craftier newsgroup regulars get around the problem by using a fake address in the "From:" line—or leaving it blank—and including a bona fide address in a signature at the end of their post.

"Since I made this change, my junk mail has reduced somewhat," one happy Internet user says, "and I expect it to drop drastically in a few more weeks as older information begins to wash off newsfeeds. It's not very cost-effective to extract email information from a grepped newsfeed when it's formatted like I have it."

5. Make Yourself Invisible On Mailing Lists

Automated mailing lists are another source of addresses for spammers, because anyone can issue a simple command via email to display every address on the list. It's just as easy, however, to make sure your address never shows up in a request.

Start by discerning what software the mailing list runs on; three popular programs are Listserv, Listprocessor and Majordomo. A good way to find out is by looking at the instructions you received for subscribing and unsubscribing, (e.g. "listserv@mailinglist.com" or "majordomo@mailinglist.com").

Next, send the following commands to the list keeper, the address you write to get on or off the list, not the address you post messages to.

For Listserv mailing lists: Test if you can display mailing-list addresses by sending the message "REVIEW" to the list keeper with the word "REVIEW" in the body of the message. If it works and you want to prevent your name from appearing, send the listkeeper a message with "SET (listname) CONCEAL" as the text, with the name of the list in the place of "listname." To reverse the request, send a message with "SET (listname) NOCONCEAL" in the text.

For Listprocessor mailing lists: To display addresses on a list, send the listkeeper the message "REView (listname) SUBscribers." To conceal your name, send the message "SET (listname) CONcealYES." To reverse the request, send the message "SET (listname) CONceal NO."

Majordomo lists are either "private" or "public." Anyone can use a "who (listname)" command to see all the addresses on a public list, but the command doesn't work on private lists. If you're concerned about privacy, ask the listkeeper if the list you subscribe to is public or private. If it's public, find out if they'll change it.

There are other ways to shield your identity from spammers, but they involve extra work, and money.

6. Use Remailers And Aliases

Remailers originally set out to offer people a lifetime email address, so no matter how many times they switched Internet service providers, friends and associates could track them down. But some savvy emailers suggest using remailers as spam deterrents.

Remailers work by issuing an email address that automatically forwards mail to the subscriber's current email box or boxes. Pobox (*http://www.pobox.com/*), for example, charges $15 a year for its remailer service, which includes three aliases. "Give the first alias to your friends and family. Give the second to business associates, and use the third to post to newsgroups," Internet expert Fred Hapgood suggests. Then, set up the filters on your email program so mail from Aliases No. 1 and 2 dumps into your inbox, and mail from Alias No. 3 goes directly into your electronic waste basket, or into a low-priority "Usenet" or "Spam" mailbox you can flip through when you've got time to kill.

Another way to cloak your identity is through anonymous remailers, which allow people to post messages and send email without revealing any personal information. Find out more about anonymous remailers at Raph Levien's exhaustive remailer list (*http://www.cs.berkeley.edu/~raph/remailer-list.html*), or at remailers CyberPass (*http://www.cyberpass.com/*) or Seattle WebWorks (*http://www.seattle-webworks.com/pgp/*).

Even if you don't sign up with a remailer, you can use aliases as spam deflectors if your ISP or commercial online network offers them. People who sign up with America Online or Prodigy, for example, can create up to five separate screen names on one account, at no extra charge.

ARM YOURSELF

THE MORE YOU UNDERSTAND HOW SPAMMERS WORK, THE BETTER you'll be at avoiding them and protecting your personal information online. Here are some additional Internet resources to start you down the path to anti-spam self-enlightenment:

- *news.admin.net-abuse.email*—The Usenet newsgroup devoted to discussion of spams and ways of eliminating spammers' accounts.
- **The Netizen's Guide to Spam, Abuse, and Internet Advertising** (*http://com.primenet.com/spamking/*)—A much-referenced guide to electronic junk that includes definitions, acceptable mass-mail practices, links to other anti-spam pages, and a blow-by-blow account of the Webmaster's personal vendetta against one relentless spammer.
- **Netizens Against Gratuitous Spamming (NAGS)** (*http://axxis.com/~ian/nags/index.html*)—Explains the "I'm Nice," "I'm Annoyed" and "I'm Really Pissed Off" methods of dealing with spam, and imparts various spam-detection techniques.
- **Text of Section 227 Title 47 of U.S. Code** (*http://www.ca-probate.com/faxlaw.htm*)—The so-called "junk fax" law that some spam haters interpret to cover junk email.
- **Stop Junk Email** (*http://www.mcs.com/~jcr/junkemail.html*)—Run by JC R Design and Consulting, this comprehensive anti-spam site includes news, answers to frequently asked questions and a primer on dealing with junk email.
- **Junkbusters** (*http://www.junkbusters.com*)—Offers a free "Junkbusters Spamoff" notification to post on your Web site telling spammers to get lost, and provides other spam-stopping tips.
- **Get that spammer!** (*http://kryten.eng.monash.edu.au/gspam.html*)—Instructions for sniffing out a spammer's real address, example complaints, links to other junk email sites and model privacy policies for Internet service providers.

—Michelle V. Rafter

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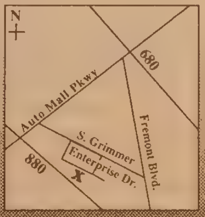

Some electronic-privacy groups don't believe consumers should need to mask their identities or resort to other so-called privacy survivalist tactics to protect themselves online. "That's unfair and unreasonable," says Marc Rotenberg, director of the Electronic Privacy Information Center in Washington D.C. "We think companies collecting personal information should carry more information to protect privacy....and we encourage technologies that help eliminate the collection of private information."

7. Wipe Out Directory Listings

Web email directories make it easy to look up an old friend or former co-worker who moved out of town. But what price convenience? Directories such as Big Book, Four11 and WhoWhere? have collected email addresses for millions of people in and outside the United States, and spammers are mining those databases for their own lists.

Cut them off at the pass by writing the directories and requesting that they remove your name, email address and other personal information from their database. Some of the largest directories are:

American Directory Assistance (*http://www.abii.com/lookupusa/adp/peopsrch.htm*)
Bigfoot (*http://bigfoot.com*)
Four11 (*http://www.four11.com*)
Internet @ddress.finder (*http://www.iaf.net/*)
Search America (*http://www.searchamerica.com/*)
Switchboard (*http://www.switchboard.com*)
WhoWhere? (*http://www.whowhere.com*)
World E-mail Directory (*http://www.worldemail.com/*)

Of course, once you're out of the directory listings, people with legitimate reasons for finding you won't be able to. As an alternative, some directories will keep your email address private until you give the OK, similar to caller I.D. WhoWhere calls its service "Who's There," and Switchboard calls its "Knock Knock."

Directories have also started posting software sentries on their respective database search engines to block anyone from collecting large numbers of user email addresses at a time. "A lot of people out there would love to get their hands on the data we have, and we have to be constantly vigilant they're not getting it from us," says Richard Rock, WhoWhere? product manager.

8. What Not To Do

Some individuals believe the only way to cure spammers is with a dose of their own medicine, namely mail bombs or other acts of Net terrorism. A bit of advice: don't do it.

Mail bombs are created by setting up an email program to repeatedly mail a message to the offending party, sometimes with multi-megabyte "BLOB" attachments tagging along for the ride.

Satisfying as this may sound, mail bombs cause big trouble—usually for the sender—by tying up their Internet service provider's mail server and the mail server of the spammer's ISP. Worst case scenario: you could lose your account.

Ultimately, knowledge, not revenge, is the best defense. ■

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Tutor's Web Site *http://www.anglefire.com/la/easy123* Web site for a tutor in the Orange County/Long Beach area. Various subjects and levels. [Exp. #163.]

GOVERNMENT/ POLITICS

Corporate Watch *http://www.corpwatch.org* As all the Fortune 500 companies jump onto the World Wide Web bandwagon, who's keeping an eye on them? Corporate Watch is! [Exp. #163.]

First Amendment Center *http://www.fac.org* Congress shall make no law respecting an establishment of religion, or prohibiting the free exercise thereof; or abridging the freedom of speech, or of the press; of the right of the people peaceably to assemble, and to petition the government for a redress of grievances. [Exp. #163.]

NASA *http://observe.ivv.nasa.gov/* NASA has entered cyberspace and now offers an Internet window to the best in NASA earth and space knowledge. [Exp. #161.]

NASA Spy *http://observe.ivv.nasa.gov/observe/exhibit/spy/spy.html* Spy, the new-est feature of NASA's Observatorium Web site, includes declassified satellite images, provides background on the spy satellite program, and allows you to order copies of images. [Exp. #161.]

US Consumer Information *http://www.pueblo.gsa.gov* Find the latest information from more than forty US government agencies. [Exp. #161.]

Women Of NASA *http://observe.ivv.nasa.gov/observe/ootd.ootd.html* NASA's Observatorium looks at the traditionally male world of science and turns its lens on itself. [Exp. #162.]

ARTS

A Film, Pen, & Brush Conspiracy *http://www.primenet.com/~fundi/index.html* Afrocentic Web site reflecting digital artistry, also featuring clipart catalogs, and unique compositions. [Exp. #162.]

ACiD Productions *http://www.acid.org* An online gallery showcasing the best art, music, and related information published by the computer underground. [Exp. #163.]

Art Minds Surf And Sports Photography *http://www.artminds.com* Fine art photography celebrating the strength, beauty, and imagery of the male athletic physique. [Exp. #161.]

ArtCommotion *http://www.artcommotion.com/* The Los Angeles Contemporary Arts magazine. [Exp. #162.]

Artist Connection *http://art.ezon.com/janowski* An online gallery featuring full color photos of subscribed artist's work, bios, and upcoming events. [Exp. #161.]

Black Photographers Virtual Gallery *http://BPC.home.ml.org* [Exp. #162.]

The E-Wall *http://www.geocities.com/SoHo/3672/* A virtual wall on which you are invited to hang a piece of your own art work. [Exp. #162.]

Harry's Universe *http://www.catch22.com/~vudu/* Photography and travel information on Belize, Puerto Rico, Virgin Islands, Jamaica, Barbados, Costa Rica, the Dominican Republic, Indonesia, Japan, the Philippines, and more. [Exp. #161.]

John Francis Peters Art *http://www.hyperweb.com/jfpeters* Vibrant, spiritual art with Nature in mind. [Exp. #162.]

Rowena's Page *http://redagnes.la.ca.us/sdy/rowena/* Contemporary short stories about a young woman's life. By S. D. Youngren [Exp. #162.]

@rt On The Avenue *http://www.artavenues.com* Juried online art show featuring a variety of media and new artists every month. [Exp. #162.]

Watercolors By Yoju *http://members.aol.com/ArtBYoju* Original watercolor art by Yoju for the home, office, galleries, and agents. [Exp. #161.]

WildArt Gallery *http://www.wildart.com* Where can you help save endangered species and make a difference in the world, as well as buy art that is both inspiring and inspired by wildlife? [Exp. #162.]

ENTERTAINMENT/ LEISURE

Abbeyrd's Beatles Page *http://www.best.com/~abbeyrd* Celebrating the Beatles, the Byrds, the Beach Boys, and '50s-'60s music in general. [Exp. #161.]

Ancient Future *http://www.acient-future.com/index.html* Audio-enhanced world music site from internationally acclaimed group, Ancient Future. Online world rhythm training program. [Exp. #161.]

Antarcticaman's Food, Wine & Spirits *http://www.geocities.com/NapaValley/1971/* Your link to food, wine, and spirit-related sites. [Exp. #162.]

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Australian Backpackers Connection *http://www.ozemail.com.au/~austback* Backpackers message forwarding service for fax, email, and voice mail. [Exp. #161.]

B.A.D.—Bay Area Dance *http://www.sirius.com/~kwhite/* Auditions, classes, workshops, ethnic dance, and more. [Exp. #163.]

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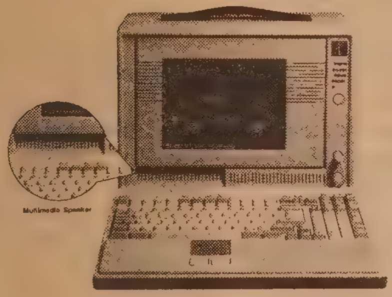

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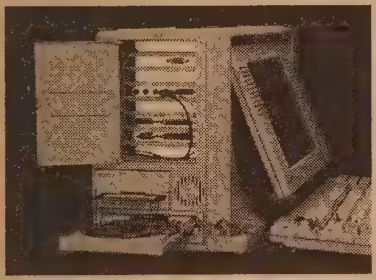

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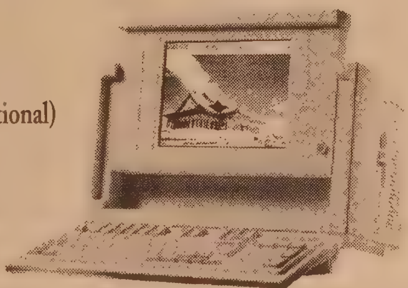

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COLORADO T-1000 800MB Tape BU	125
540 MB IDE CONNER/SEAGATE	140
630 MB IDE WESTERN DIGITAL	150
850 MB IDE WESTERN DIGITAL	158
1.2 GB IDE SEAGATE	185
2.0 GB IDE WESTERN DIGITAL	245
2.5 GB IDE WD/QUANTUM	270
3.1 GB IDE WD/QUANTUM	295

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Diamond Stealth SVGA/PCI/2MB	80
Diamond VRAM SVGA/2MB/PCI	145
Diamond 3D/2MB	110
Trident SVGA PCI 1MB (9680 MPEG)	40
Trident SVGA VLB/ISA 1MB	45
VESA Local Bus EIDE I/O	18
VESA Local Bus High Speed EIDE I/O (16550)	28
AT I/O (2S/P/G)	10
Printer Card 1P/2P	8/25
Network NE2000 ISA/PCI	25/35
8/12/16 Portable Hubs	CALL
Adaptec 2940 UW PCI (SCSI)	225

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28.8K Fax/Modem	55
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Sound Blaster AWE-32	225
Sound Blaster 32 PNP (CT3600)	105
MAD-16 Wave Table PNP (Opti) Sound Card	45
MAD-16 PNP (Opti) Sound Card	32
120W Hi-Fi Stereo Speaker	35
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30W Hi-Fi Stereo Speaker	15
CDR-4X Verbatim 74-63 Mini Compact Recordable Disc	8.^{99}
CD-ROM (Sony, NEC, Toshiba, Mitsumi, Panasonic, IBM, Hitachi, Creative Lab, etc.) IDE/SCSI 4X, 6X, 8X, 10X, 12X	$CALL

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Online Guide

Web Page Listings *continued...*

Bile Spitter Cards *http://www.cris.com/~bilespit* Twelve different nasty cards to send to the jerks in your life. [Exp. #162.]

Bonsai Web *http://www.bonsaiweb.com* Devoted to the ancient art of bonsai, featuring bonsai critique, a marketplace, discussion groups, and more. [Exp. #162.]

Butterball Turkey Talk Line *http://www.butterball.com* Discover tips on how to prepare a picture-perfect Thanksgiving dinner, also what's new at Butterball, and more. [Exp. #161.]

C&C: Red Alert *http://www.geocities.com/TimesSquare/9780/index.html* Red Alert gamers site with information and links. [Exp. #162.]

Campagnola Trattoria Italiana *http://www.mindspring.com/~campagnol/* The menu consists of pasta dishes and main courses filled with hearty flavors. [Exp. #162.]

Car Talk Web Site *http://cartalk.com/* The official site of Car Talk from NPR. [Exp. #163.]

Chat Games Hearts *http://www.chatgames.com* Multi-player hearts game with graphical chat. Play people and robots. [Exp. #161.]

China Voyages *http://www.chinavoyages.com* Featuring comprehensive tour information to China. [Exp. #162.]

CityStuff *http://www.citystuff.com* San Jose's guide to food, fun, and stuff. More than just a city guide—each listing is a Web site. [Exp. #162.]

Collectable Card Game Auction *http://www.netgate.net/~ccga* Magic, Star Trek, Star Wars, and many more collectable game cards listed. Hundreds auctioned daily. [Exp. #162.]

Cooking For Dummies Home Page *http://www.globalpac.com/unriehl* [Exp. #162.]

Cuisine On-line, Ltd. *http://www.cuisine-online.com* A listing of restaurants in the Santa Cruz and Silicon Valley areas. Enhanced listings have menus, pictures, and a map. [Exp. #162.]

Cybertown *http://www.cybertown.com* Futuristic off-world town with entertainment, information, community, interactivity, and free 3-D VR apartments. [Exp. #161.]

Dee Zaster. Esq. *http://www.globalpac.com/umpsm/* The politically incorrect, depraved "bloomer" broad is working at aggravating the GOP. [Exp. #161.]

Devin's Chronicles *http://www.devins.com* [Exp. #162.]

Divots Internet Golf Tour *http://www.divots.com* The first country wide golf tournament, open to everyone. [Exp. #161.]

ExotiCar Model Company *http://www.exoticarmodel.com* Manufacturer of die-cast model cars and automotive accessories for car enthusiasts with retail outlets in Boston and Beverly Hills. [Exp. #161.]

First TV *http://www.first-tv.com/* The first television/video network on the Internet. [Exp. #161.]

Food-For-Thought Software *http://www.ffts.com/chtml/ghauser/nyc.html* Now You're Cooking 4.0 is a versatile cyberkitchen companion for Windows. [Exp. #162.]

The Gathering *http://www.takeme.com* Full-length music videos from your favorite alternative bands. [Exp. #161.]

Gerrets Home Page *http://home.earthlink.net/~gerret/* The epic saga of my struggle with the ravages of Candida. You'll laugh. You'll cry. [Exp. #161.]

The Good Time Net *http://www.goodtime.net* A comprehensive directory of recreational destinations and events in Orange County. Free event listings. [Exp. #162.]

HighlandNet *http://www.highlandnet.com* Scottish culture, tradition, Highland Games and entertainment in California and on the West Coast. [Exp. #161.]

Internet Takeout Place *http://www.takeout-info.com/* Restaurant takeout guide by category and location. [Exp. #161.]

Lillyming Entertainment Network *http://home.earthlink.net/~lillyming* An entertainment site featuring comedy, satire, and interactive fiction. [Exp. #162.]

The Literate Traveller *http://www.literatetraveller.com* An independent bookseller specializing in travel literature, guidebooks, and mysteries set in exotic locales. [Exp. #163.]

Model Air Racing *http://members.tripod.com/~MPRACE* Learn about giant scale air racing on our team's home page. [Exp. #162.]

Mookie's Place Web *http://www.wco.com/~dt/* A cool place for cool people. Online chatrooms and forums. [Exp. #162.]

Movie Ratings By You *http://www.cityboy.com/cityboy/movie* Movie database with ratings and comments by movie goers. [Exp. #161.]

Nebulae *http://www.nebulus.com* An eclectic nebulus Internet band. [Exp. #161.]

OnVideo *http://www.cyberpod.com/cyberpod/onvideo.htm* A complete home video guide to current and forthcoming movies released on tape. [Exp. #163.]

The Outdoor Show *http://www.thecircle.com/gwoutdoorshow/* Great Western Sports, RV, and Travel Show. [Exp. #162.]

Paris Guide *http://www.geocities.com/Paris/3554* Travel information for tourists and businessmen, including historic sights, entertainment, and weather. [Exp. #161.]

Pavel Bure Fan Club *http://www.vcn.bc.ca/pbfc* The official fan club for National Hockey League and Vancouver Canucks right winger, Pavel Bure. [Exp. #162.]

QUICKcheck *http://users.aol.com/jwag777/quick/index.html* Quickly check how movie critics from fifteen major newspapers and magazines rate today's movies. [Exp. #163.]

The R&B Page *http://www.rbpage.com* Featuring music and interviews with popular acts via RealAudio 3.0. Upcoming: Howard Hewett, Bobby Womack. [Exp. #162.]

RailTech Software Systems *http://ourworld.compuserve.com/homepages.railsoft* Anything and everything you wanted to know about railroads with links to all railroad sites. [Exp. #162.]

Slam And Scream Office Stories Page *http://www.io.com/~slam/* New site for administrative assistants, secretaries, and other office "underlings." [Exp. #163.]

The Sleeping Princess *http://www.well.com/wmnorell* Or the effects of mass hysterical amnesia on the female psyche. A Woody Allenish comedy site. [Exp. #163.]

Smirnoff Pure Thrill Hotel *http://www.purethrill.com* [Exp. #161.]

Snowchasers Ski Club *http://www.jaws.com/baski/clubs/snowchaser/index.html* A year-round ski and social club serving Diablo/San Ramon Valley. [Exp. #161.]

SP Presents *http://www.netwizards.net/~lmevents/home.htm* Affordable shareware games for Windows 3.1, 95, and NT. Addictive gameplay. [Exp. #161.]

The Spearfishing Page *http://www.cris.com/~cserret* Covering spearfishing in Southern California. Info on fish, spearguns, tactics, clubs, and related topics. [Exp. #162.]

Stepher J. Hemenway's Slouch In The Couch Home Page *http://pages.prodigy.com/slouch/home.htm* Based on the Slouch in the Couch series of children's learning books for ages 4-11. [Exp. #161.]

Taylor Made Golf *http://www.taylormadegolf.com* The site includes a variety of information on both the education and enjoyment of golf as well as Taylor Made's products and players. [Exp. #161.]

The Torpedoes Dangerous Surf Music *http://www.surf.base.com/torpedoes/* Home page for this high-intensity surf band—photos, show schedule, CD info, and news. [Exp. #162.]

University Toplinks *http://www.university.toplinks.com/* Content and links to sites related to college students—their life, interests, and tastes. [Exp. #161.]

Vinyl Vendors *http://www.vinylvendors.com* LA-based company dealing in rare and collectible records. [Exp. #161.]

Weekly Planet *http://www.weeklyplanet.com/weeklyplanet* The global alternative weekly that delivers your "link" to news and entertainment on the Internet. [Exp. #162.]

World Wide Discount Travel Club *http://www.wwdiscounttravel.com* [Exp. #161.]

ADULT ENTERTAINMENT

ABC-XYZ Adult Links *http://www.xxxvisions.com/att.htm* Links to the hottest adult sites on the Web, updated daily. [Exp. #163.]

Adult CD-ROMs! *http://www.romdezvous.com/* The hottest adult interactive CD-ROM games, movies, and videos available. Free catalog. [Exp. #163.]

Adult Video Conferencing *http://home.sprynet.com/sprynet/adult* The hottest on the Internet today. [Exp. #162.]

Amateur Connection *http://www.xxxamateurs.com* Over 600 adult CD-ROMs, videos , and adult novelites. Also, features an online magazine with some of the finest So. Calif. women. [Exp. #161.]

Bikini Net *http://www.bikininet.com* Exclusive sexy photos and QuickTime videos of gorgeous women in and out of bikinis. [Exp. #163.]

Easy Sex *http://206.79.147.115* Includes hot pictures, escorts, and strip clubs worldwide. [Exp. #161.]

Five Star Entertainment *http://www.fivestar.com* Offering the most erotic, high-quality videos and CD-ROMs. Our prices cannot be beat. [Exp. #161.]

Garden Of Eden *http://www.goe.com* Live XXX girls, free pics, smut of the day. A premier adult Web station since October 1995. [Exp. #162.]

Just Say Ahh Productions *http://www.jsahh.com* XXX explicit hardcore adult images. [Exp. #163.]

The Pleasure Guide *http://www.pleasureguide.com* The best in adult online entertainment. Live chat, personals, reviews, tons of images, and more! [Exp. #162.]

Very Private *http://www.veryprivate.com* The first intimate moisturizer to relieve vaginal dryness instantly. Gynecologist tested and approved. [Exp. #162.]

Virtual Brothels *http://www.virtualbrothels.com* [Exp. #162.]

Zeke Gruntly *http://www.globalpac.com/umpsm/c3.htm/* The cartoon XXX-antics of Zeke—the beer drinkin'est, stinkin'est, 76-year-old stud in Pismo Beach. [Exp. #163.]

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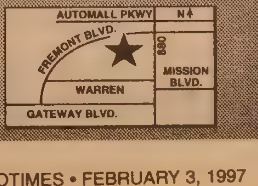

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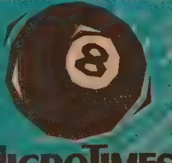

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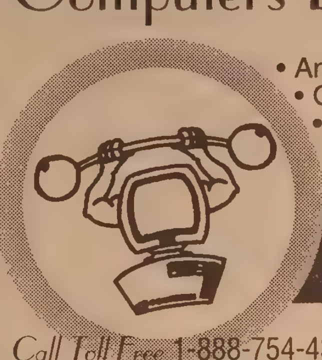

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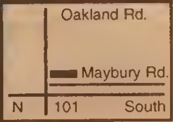

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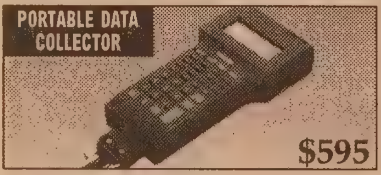

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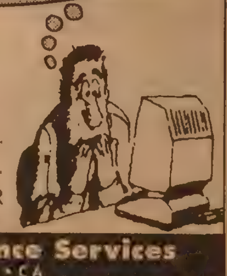

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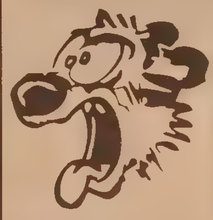

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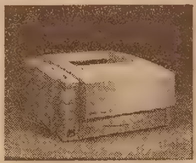

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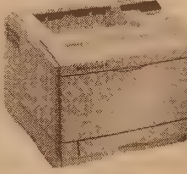

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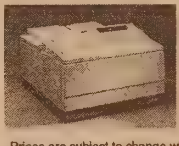

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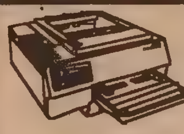

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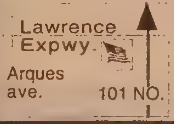

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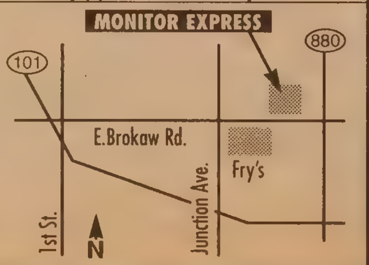

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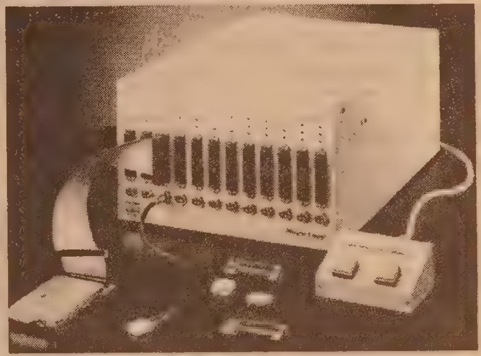

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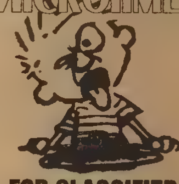

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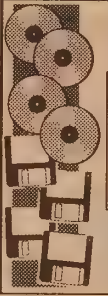

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Delphi SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, KnowledgePoint, 1129 Industrial Ave., Petaluma. $10. Contact: Bjarne Winkler, *nts4618086@aol.com* . [Exp.#165.]

Delphi Users Group of SVCS. Meetings: 1st Thurs., 7:00 pm, Siemens Rolm, 4900 Old Ironsides Dr., Santa Clara. Contact: Eugene Paymar, *epaymar@hooked. net* , or URL: *http://www.hooked.net/users/maldewin/delphi* . [Exp.#161.]

Forth Interest Group, North Bay Chapter, and BMUG Forth SIG. Meetings: 2nd Sat., 1 pm, tutorial at noon, BMUG, 2055 Center St., Berkeley. Call: Leonard Morgenstern, (510)376-5241 or *nleonard@aol.com* . [Exp.#162.]

Java SIG of the Software Forum. Meetings: 1st Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Tom Hill, *javasig@worldware.com* . [Exp.#165.]

Visual Basic Silicon Valley SIG of the Software Forum. Meetings: 2nd Thurs., 6:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Allan Colby, *acolby@guidex.com* . [Exp.#165.]

Visual Basic-San Francisco SIG of the Software Forum. Meetings: 3rd Thurs., 6:30 pm, Terrace Systems, 450 Sansome St. at Clay, Ste. 1250, San Francisco. Contact: Bill Storage, *75250.1360@compuserve.com* . [Exp.#165.]

VRML SIG of the Software Forum. Meetings: 3rd Tues., 7:00 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Katherine Bretz, *kbretz@ossi.com* . [Exp.#165.]

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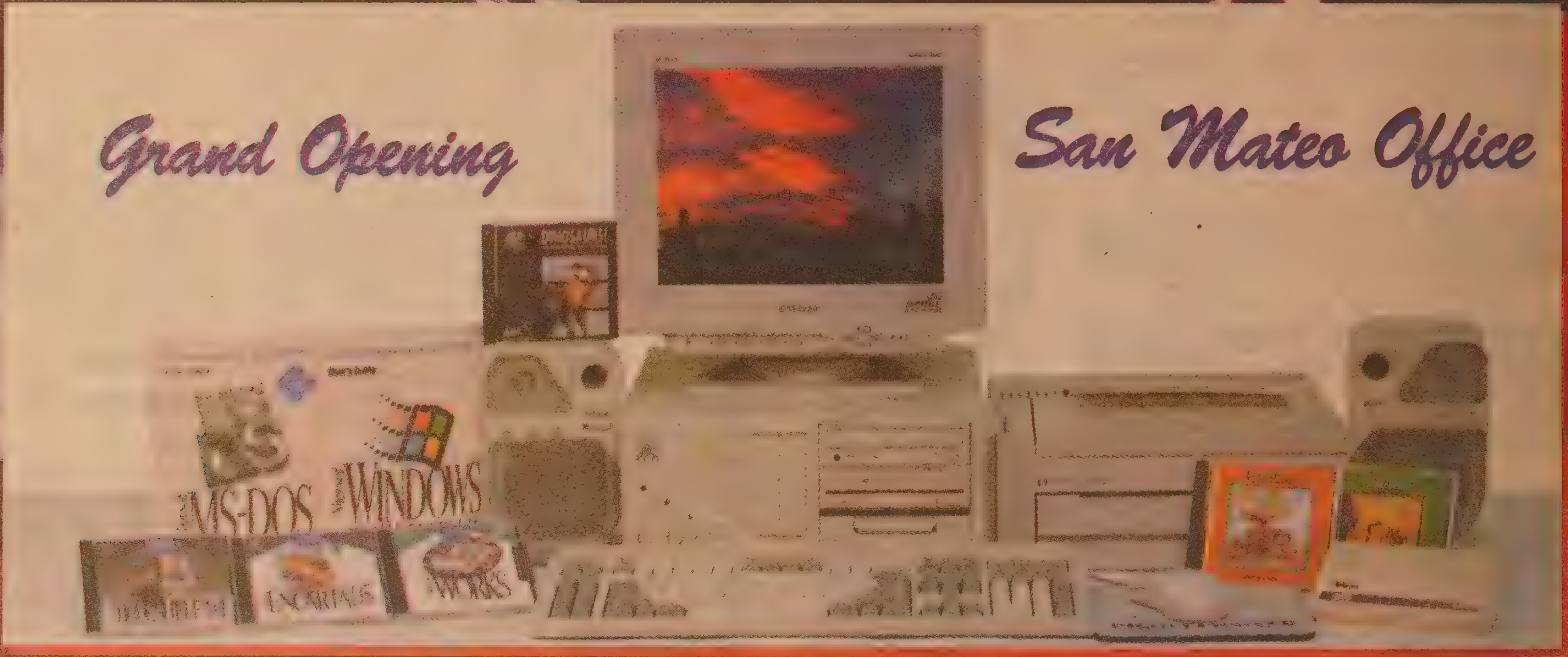

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- Motherboard with CPU
- **8MB RAM** (16MB/32MB: Add $Call)
- **630MB EIDE** (1.2GB/2.0GB:+$60/$90)
- **4X CD-ROM** (8X/12X: +$30/$50)
- **28.8 Internal Fax Modem**
- VLB or PCI IDE with I/O
- VLB or PCI SVGA Card w/1MB
- 16-Bit Sound Card & Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Enhanced Case with Power Supply
- Mitsumi Keyboard for Windows 95
- Microsoft Compatible Mouse with Pad
- Free PC DOS and Microsoft Windows
- **Free CD Deluxe Pack**
- Monitor Sold Separately (see page 3)

486DX2-80/ 256K VLB or PCI	$588
486DX4-100/ 256K VLB or PCI	618
5X86-133/ 256K VLB-PCI	628
AMD K5-P75/ 256K PCI	638
AMD K5-P100/ 256K PCI	678
6X86-P150+/ 256K PCI	708
6X86-P166+/ 256K PCI	738
P5-100/ 256K PCI (Intel Zappa)	718
P5-120/ 256K PCI (Intel Zappa)	738
P5-133/ 256K PCI (Intel Zappa)	808
P5-100/ 256K PCI (Intel Triton)*	698
P5-120/ 256K PCI (Intel Triton)*	718
P5-133/ 256K PCI (Intel Triton)*	778
P5-150/ 256K PCI (Intel Triton)*	818
P5-166/ 256K PCI (Triton)* (MMX: +90)	928
P5-200/ 256K PCI (Triton)* (MMX: +90)	1078

* Intel Marl/ Tucson M/ B ATX+$80/ $110

UPGRADES

See Page 3 of Our Ad for All Upgrade Prices

Why do customers keep buying from HI-TECH USA? Simply because we deliver the best value.

HI-TECH USA SUPER SALE

*BASIC SYSTEM: MOTHERBOARD & CPU, 8MB RAM, IDE WITH I/O, 1.44MB FDD, CASE WITH POWER SUPPLY, AND 101-KEY KEYBOARD.

SEE PAGES 3 & 4 OF OUR AD FOR ALL OF OUR UPGRADE PRICES

	MOTHER-BOARD	MOTHER-BOARD WITH CPU	* BASIC SYSTEM W/8MB RAM	* BASIC SYSTEM W/16MB RAM	* BASIC SYSTEM W/32MB RAM	* BASIC SYSTEM W/64MB RAM	*BASIC SYS W/8MB RAM +630MB HDD + 1MB SVGA CARD & FREE PC DOS { 1.2GB HDD ADD $60 }	*BASIC SYS W/16MB RAM +1.2GB HDD + 1MB SVGA CARD & FREE PC DOS { 1.6GB HDD ADD $20 }	*BASIC SYS W/32MB RAM +1.6GB HDD + 1MB SVGA CARD & FREE PC DOS { 2.0GB HDD ADD $20 }	*BASIC SYS W/64MB RAM +2.0GB HDD + 1MB SVGA CARD & FREE PC DOS { 2.5GB HDD ADD $20 }
DUAL PP-200C PCI (SUPER MICRO M/B)	$364	$1568	$1718	$1758	$1818	$1928	$1888	$1978	$2058	$2178
DUAL PP-180C PCI (SUPER MICRO M/B)	364	1278	1428	1468	1528	1638	1598	1688	1768	1888
PP-200C PCI (SUPER MICRO M/B)	288	868	1018	1058	1118	1228	1188	1278	1358	1478
PP-180C PCI (SUPER MICRO M/B)	288	728	878	918	978	1088	1048	1138	1218	1338
PP-200C PCI (INTEL VENUS M/B) ATX	224	818	998	1038	1098	1208	1168	1258	1338	1458
PP-180C PCI (INTEL VENUS M/B) ATX	224	688	868	908	968	1078	1038	1128	1208	1328
P5-200C PCI (INTEL MARL M/B) ATX (Tucson: +$55)	118	588	768	808	868	978	938	1028	1108	1228
P5-166C PCI (INTEL MARL M/B) ATX (Tucson: +$55)	118	458	638	678	738	848	808	898	978	1098
P5-150C PCI (INTEL MARL M/B) ATX (Tucson: +$55)	118	318	498	538	598	708	668	758	838	958
P5-133C PCI (INTEL MARL M/B) ATX (Tucson: +$55)	118	278	458	498	558	668	628	718	798	918
P5-120C PCI (INTEL MARL M/B) ATX (Tucson: +$55)	118	228	408	448	508	618	578	668	748	868
P5-166/256K PCI (INTEL ATLANTIS M/B) No Sound	198	548	678	718	778	888	848	938	1018	1138
P5-150/256K PCI (INTEL ATLANTIS M/B) No Sound	198	408	538	578	638	748	708	798	878	998
P5-133/256K PCI (INTEL ATLANTIS M/B) No Sound	198	368	498	538	598	708	668	758	838	958
P5-120/256K PCI (INTEL ATLANTIS M/B) No Sound	198	308	438	478	538	648	608	698	778	898
P5-133/256K PCI (INTEL ZAPPA M/B)	118	298	428	468	528	638	598	688	768	888
P5-120/256K PCI (INTEL ZAPPA M/B)	118	238	368	408	468	578	538	628	708	828
P5-100/256K PCI (INTEL ZAPPA M/B)	108	218	348	388	448	558	518	608	688	808
P5-200/256K PCI (ASUS TRITON) (MMX: +$90)	148	648	778	818	878	988	948	1038	1118	1238
P5-166/256K PCI (ASUS TRITON) (MMX: +$60)	148	508	638	678	738	848	808	898	978	1098
P5-150/256K PCI (ASUS TRITON)	148	368	498	538	598	708	668	758	838	958
P5-133/256K PCI (ASUS TRITON)	148	328	458	498	558	668	628	718	798	918
P5-120/256K PCI (ASUS TRITON)	148	268	398	438	498	608	568	658	738	858
P5-200/256K PCI (INTEL TRITON) (MMX: +$90)	85	568	698	738	798	908	868	958	1038	1158
P5-166/256K PCI (INTEL TRITON) (MMX: +$60)	85	438	568	608	668	778	738	828	908	1028
P5-150/256K PCI (INTEL TRITON)	85	298	428	468	528	638	598	688	768	888
P5-133/256K PCI (INTEL TRITON)	85	258	388	428	488	598	558	648	728	848
P5-120/256K PCI (INTEL TRITON)	85	208	338	378	438	548	508	598	678	798
P5-100/256K PCI (INTEL TRITON)	85	198	328	368	428	538	498	588	668	788
6X86-P166+/256K PCI	85	238	368	408	468	578	538	628	708	728
6X86-P150+/256K PCI	85	208	338	378	438	548	508	598	678	798
AMD K5-100/256K PCI	85	168	298	338	398	508	468	558	638	758
AMD K5-75/256K PCI	85	128	258	298	358	468	428	518	598	718
5X86-133/256C PCI-VLB	78	108	238	278	338	448	408	498	578	698
486DX4-100/256K VLB (PCI: ADD $20)	56	98	228	268	328	438	398	488	568	688
486DX2-80/256K VLB (PCI: ADD $20)	56	88	218	258	318	428	388	478	558	678

HI-TECH BEST BUY SYSTEMS

- **8MB RAM** (16MB/32MB: Add $Call)
- **630MB EIDE** (1.2GB/2.0GB: Add $60/$90)
- 1.44MB 3.5" Floppy Drive
- PCI or VLB Controller with I/O
- Enhanced Case w/Power Supply
- PCI or VLB SVGA Card w/1MB
- Mitsumi Keyboard for Windows 95
- Free PC DOS and Mouse w/pad
- Monitor Sold Separately (please see next page)

486DX2-80/256K VLB or PCI	$388
486DX4-100/256K VLB or PCI	418
5X86-133/256K PCI-VLB	428
AMD K5-P75/256K PCI	438
AMD K5-P100/256K PCI	478
6X86-P150+/256K PCI	508
6X86-P166+/256K PCI	538
P5-100/256K PCI (Intel Zappa)	518
P5-120/256K PCI (Intel Zappa)	538
P5-133/256K PCI (Intel Zappa)	608
P5-100/256K PCI (Intel Triton)*	498
P5-120/256K PCI (Intel Triton)*	518
P5-133/256K PCI (Intel Triton)*	578
P5-150/256K PCI (Intel Triton)*	618
P5-166/256K PCI (Triton)*(MMX: +60)	728
P5-200/256K PCI (Triton)*(MMX: +90)	868
* Intel Marl/Tucson M/B ATX	+$80/$130

See Next Page for All of Our Upgrade Prices

HI-TECH DREAM SYSTEMS

- **16MB RAM** (32MB/64MB: Add $Call)
- **1.2GB EIDE** (2.0GB/2.5GB: Add $30/$50)
- TEAC 1.44MB 3.5" Floppy Drive
- VLB or PCI IDE Controller with I/O
- Diamond Stealth or ATI PCI with 1MB
- Mitsumi Keyboard for Windows 95
- Enhanced Case w/Power Supply
- Free PC DOS and Mouse w/Pad
- Monitor Sold Separately (please see next page)

486DX2-80/256K VLB or PCI	$498
486DX4-100/256K VLB or PCI	528
5X86-133/256K PCI-VLB	538
AMD K5-P75/256K PCI	548
AMD K5-P100/256K PCI	588
6X86-P150+/256K PCI	618
6X86-P166+/256K PCI	648
P5-100/256K PCI (Intel Zappa)	628
P5-120/256K PCI (Intel Zappa)	648
P5-133/256K PCI (Intel Zappa)	718
P5-100/256K PCI (Intel Triton)*	608
P5-120/256K PCI (Intel Triton)*	628
P5-133/256K PCI (Intel Triton)*	688
P5-150/256K PCI (Intel Triton)*	728
P5-166/256K PCI (Triton)*(MMX: +60)	838
P5-200/256K PCI (Triton)*(MMX: +90)	978
* Intel Marl/Tucson M/B ATX	+$80/$130

See Next Page for All of Our Upgrade Prices

HI-TECH SUPER P5 SYSTEMS

- **16MB EDO RAM** (32MB/64MB: Add $Call)
- **1.2GB EIDE** (2.0GB/2.5GB: Add $30/$50)
- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Diamond Stealth or ATI PCI w/2MB
- Mitsumi Keyboard for Windows 95
- Medium Tower Case w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately (please see next page)

P5-100/256K PCI (Intel Zappa)	$738
P5-120/256K PCI (Intel Zappa)	758
P5-133/256K PCI (Intel Zappa)	828
P5-100/256K PCI (Asus)	768
P5-120/256K PCI (Asus)	788
P5-133/256K PCI (Asus)	858
P5-150/256K PCI (Asus)	898
P5-166/256K PCI (Asus) (MMX: +60)	1028
P5-200/256K PCI (Asus) (MMX: +90)	1168
P5-100/256K PCI (Atlantis) No Sound	818
P5-120/256K PCI (Atlantis) No Sound	838
P5-133/256K PCI (Atlantis) No Sound	898
P5-150/256K PCI (Atlantis) No Sound	938
P5-166/256K PCI (Atlantis) No Sound	1078

UPGRADES

See Next Page for All of Our Upgrade Prices

HI-TECH POWER SYSTEMS

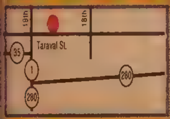
- **16MB EDO RAM** (32MB/64MB: Add $Call)
- **2.0GB EIDE** (2.5GB: Add $20)
- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Matrox Mystique PCI w/2MB SGRAM
- Keytronics Keyboard for Windows 95
- Medium Tower Case or w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately (please see next page)

P5-100/256K PCI (Intel Marl) ATX*	$878
P5-120/256K PCI (Intel Marl) ATX*	898
P5-133/256K PCI (Intel Marl) ATX*	958
P5-150/256K PCI (Intel Marl) ATX*	998
P5-166/256K PCI (Intel Marl) ATX*	1128
P5-200/256K PCI (Intel Marl) ATX*	1268
PP-150 PCI (Intel Venus) ATX	1138
PP-180 PCI (Intel Venus) ATX	1358
PP-200 PCI (Intel Venus) ATX	1498
PP-150 PCI (Super Micro)	1138
PP-180 PCI (Super Micro)	1358
PP-200 PCI (Super Micro)	1498
Dual PP-180 PCI (Super Micro)	1928
Dual PP-200 PCI (Super Micro)	[illegible]
* Intel Tucson M/B ATX	Add $60

UPGRADES

See Next Page for All of Our Upgrade Prices

SAN FRANCISCO



Phone (415) 753-6888
850 Taraval Street
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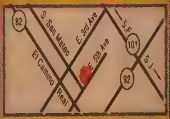
SAN MATEO



Phone (415) 401-8688
111 E. 5th Avenue
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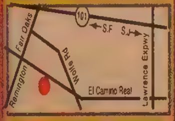
SUNNYVALE



Phone (408) 732-8688
730 East El Camino Real
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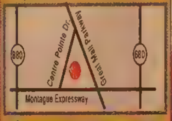
MILPITAS



Phone (408) 262-8688
1558 & 1562 Centre Pointe Drive
Milpitas, CA 95035 Fax 408 262-8772

SALES HOURS
Mon-Fri: 8:30am-6pm
9:30am-7pm ([illegible])
Sat: 10am-4pm

SERVICE HOURS
Mon-Fri: 9am-5:30pm
Sat: 10am-3:30pm
(Milpitas & San Francisco)

HI-TECH USA
ALWAYS THE BEST

TERMS AND CONDITIONS

1. One year parts and labor warranty on systems.
2. Knowledgeable technical support engineers in service.
3. Prices and availability subject to change w/o notice.
4. Shipping, insurance and COD charges are extra and non-refundable. Prices reflect cash discounts.
5. Return shipping must be insured, prepaid and bearing an RMA# on the shipping label.
6. Defective items replaced or repaired at our discretion.
7. No responsible for typos.
8. All returns subject to 15% restocking fee and cover only Hi-Tech USA brand computers, includes peripherals, software and notebook computers. No refunds after 30 days.
9. Superior reputation for service, quality and value.
10. Purchase orders are welcomed and subject to approval.

HI-TECH USA
ALWAYS THE BEST

(408) 262-8688 ....Milpitas
(408) 732-8688 ....Sunnyvale
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CASE W/ POWER SUPPLY

230W / 250W / 300W Power Supply	$22 / 25 / 40
Mini Tower Case w/200W Power Supply	**25**
Desktop AT Case w/200W Power Supply	34
Medium Tower Case w/230W Power Supply	37
Full Tower Case w/250W Power Supply	53
ATX Case w/Power Supply (Tower / AT)	78 / 94

CONTROLLERS

IDE 2FD/2HD with 2S/1P/1G	**$10**

adaptec

1522 / 1542 CF (SCSI)	**$69 / 124**
1542CP / 1542CPK (SCSI)	**158 / 230**
2825 VLB / 2842 VLB (SCSI)	**66 / 128**
2940 PCI / 2940U PCI (SCSI)	**168 / 172**
2940UW PCI / 3940U (SCSI)	**200 / 308**

DATA TECHNOLOGY CORPORATION

DTC 2280D ISA	$15
DTC 2280E ISA	21
DTC 2278E VLB IDE W/16550 UART Chip	24

PROMISE TECHNOLOGY, INC.

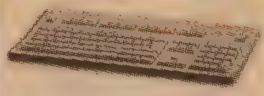
Promise DC-2300 Plus VLB IDE Fast I/O	$43
Promise DC-4030 VLB IDE Cache Controller	**77**
Promise DC-4030+ VLB EIDE	**108**
Promise DC-5030 PCI IDE 0-16MB Cache	**119**

HARD/ FLOPPY DRIVES

Quantum™ Maxtor® Seagate MICROPOLIS CONNER WESTERN DIGITAL

HARD DRIVES	
540MB / 635MB IDE	**$115 / 120**
1.0GB / 1.2GB / 1.6GB IDE	**158 / 168 / 188**
2.0GB IDE / 2.5GB IDE	**208 / 216**
520MB / 1.0GB SCSI	128 / 238
2.0GB / 4.0GB SCSI	**308/ 848**
FLOPPY DRIVES	
Namebrand 1.2 / 1.44 FDD	**$36 / 19**
Epson/Teac Dual Floppy Drive	**75 / 78**
Teac 1.2 /1.44 Floppy Drive	37 / 22
IOMEGA	
Ditto Easy 800 Insider	99
Ditto Easy 800 Parallel	142
Ditto Easy 3200 Insider w/Cartridge	218
Ditto 800/3200 Cartridge	32 / 38
Jaz SCSI Drive 1.0GB Insider	360
Jaz SCSI Drive 1.0GB External	444
Jaz SCSI Drive Cartridge	104
Zip Drive 100MB External Parallel	180
Zip Drive 100MB External SCSI	174
Zip Drive 100MB Cartridge	16
ZIP DRIVES (Epson)	
100MB External Parallel	**$173**
100MB External SCSI	**173**

KEYBOARDS

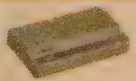


101 Enhanced Keyboard for Windows 95	$12
FOCUS	
FK2001 101-Key Click	**21**
FK2001 for Windows '95	**26**
FK6200W 104-Key for Windows '95	**21**
FK7200W w/Trackball for Windows '95	27
FK8000 w/Calculator	32
Keytronics 104-Key for Windows 95	**17**
Lite-on SK-6000 / SK-6000T	**38 / 55**
Mitsumi 104-Key for Windows 95	**12**
Maxiswitch Nova for Windows 95	**19**
Maxiswitch Nova PS/2	**20**
Microsoft Natural Key (w/System)	**55**
Northgate OMNI Ultra	**76**

MEMORY & CPU

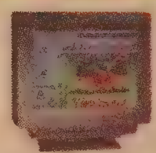
SIMM	
1MB (1x3) / 4MB (4x3) (30 Pin)	**7 / 18**
4MB (1x32) / 8MB (2x32) (72-Pin)	**15 / 29**
16MB (4x32) / 32MB (8x32) (72-Pin)	**59/ 118**
4MB (1x32)/8MB (2x32) (EDO)	**15 / 29**
16MB (4x32) / 32MB (8x32) (EDO)	**59/ 118**
Simm Converter (30-pin to 72-pin)	**8**
CPU	
AMD DX4-100 / 5X86-133	**30 / 46**
AMD K5-P75 / 100 / 133	**38 / 68 / 109**
Cyrix 486DX2-80	**20**
Cyrix 6X86 P-150+ / P-166+	**111 /154**
Intel P5-100 / 120 / 133	**104 / 114 / 190**
Intel P5-150 /166 / 200	**205 / 365 / 485**
Intel Pentium Pro-150 / Pro-180	**250 / 490**
Intel Pentium Pro-200	**630**

MODEMS & FAXES



Fax Modem 14,400 Internal / External	**$26 / 34**
Fax Modem 14,400 w/Voice Internal	**27**
Fax Modem 28.8 with V.34 Int.	**49**
Fax Modem 33.6 with V.34 Int	69
Fax Modem 33.6 with V.34 Ext	84
Fax Modem 33.6 with Voice Int	76
Fax Modem 33.6 with Voice Ext	93
PCMCIA Fax Modem 28.8 Data w/V.34	125
PCMCIA Fax Modem 33.6 Data w/V.34	128
HAYES	
Acura 14.400 Int/Ext	**$77 / 92**
Acura 28.8 w/V.34 Int/Ext	**144 / 150**
Optima 28.8 w/V.34 Int/Ext	**348 / 362**
PRACTICAL PERIPHERALS	
14.400 Fax Modem Int/Ext	**63 / 78**
28.8 w/V.34 Fax Modem Int/Ext	**133 / 148**
SUPRA 33.6 Fax Modem w/Voice Int (Bulk)	**86**
SUPRA 33.6 Fax Modem w/Voice Int (Retail)	**118**
US ROBOTICS	
Sportster 14,400 FM Int / Ext Si	**$36 / 44**
Sportster 14,400 FM Int / Ext (Classic)	**84/98**
Sportster 33.6 Data Winmodem Int (Bulk)	**80**
Sportster 33.6 Data Winmodem Int (Retail)	**104**
Sportster 33.6 Data Fax Modem Int (Bulk)	**104**
Sportster 33.6 Data Fax Modem (Retail)	**133**
Sportster 33.6 Data Fax modem w/Voice Int (Bulk)	**120**
Sportster 33.6 Data Fax Modem w/V.34 Ext (Retail)	144
Sportster 33.6 Data Fax Modem w/Voice Int (Bulk)	**118**
Sportster 33.6 Data Fax Modem w/Voice Int (Retail)	**152**
Sportster 33.6 Data Fax Modem w/Voice Ext	178
Sportser PCMCIA 28.8 w/V.34	266
Sportster ISDN 128K Int	330

MONITORS *



14" Mono	**$78**
14" VGA Mono	88
14" SGA 1024•768 .28 NI	**190**
15" SVGA 1024•768 .28	244
17" SVGA 1280•1024 .28	**468**

CTX

14" Super VGA 1024•768 .28 NI	$217
15" Super VGA 1024•768 .28	**288**
17" Super VGA 1280•1024 .28	518

IIYama (IDEK)

MF-8515 15" 1280•1024 .28	$354
MF-8617E 17" 1600•1200 .26	648
MF-8221E 21" 1600•1200 .30	1,388

Impression

14" 1024•768 .28 NI	$194
15" 1280•1024 .28 NI	265
17" 1280•1024 .28 NI	472

MAG INNOVISION

1595 15" 1280•1024 .28	**$310**
1795E 17" 1280•1024 .28	**498**
1795 17" 1280•1024 .26	**545**
DX15T 15" .25 Trinitron OSD Win 95	**342**
DX17T 17" .25 Trinitron OSD Win 95	**640**
MXP17F 17" 1600•1280 .26	**688**

NANAO®

FX-D5 15" / FX-C5 17"	498 / 698
F2-17 .28 / F2-17EX .26	772 / 886
T2-17TS .25 / T2-17 .25	858 / 922
T2-20 .30 / F2-21 .30	1690 / 1712

NEC

C500 / M500 / XV 15+	$368 / 378 / 398
M700 / XV 17+ / P750	728 / 698 / 868
XE 21 / P1150	1614 / 1898

NOKIA

449E 15" 1280•1024 .28	$418
447L 17" 1280•1024 .28	648

SONY

100SX 15"	**$388**
15SF II 15" 1280•1024 .25	**424**
200SX 17" 1280•1024 .25 65 Hz	**636**
200SF 17" 1280•1024 .25 75 Hz	**738**
20SET 20"	1828

ViewSonic®

E641 14" 1024•768 .28	**$239**
15ES 15" 1024•768 .28	**314**
15GS 15" 1280•1024 .28	344
15GA 15" 1280•1024 .27 w/Speakers	388
17EA 17" 1280•1024 .28 w/Speakers	562
17GS 17" 1280•1024 .28 Green	**580**
17GA 17" 1280•1024 .27 w/Speakers	**628**
GT770 17" 1280•1024 .25	644
PT770 17" 1600•1280 .25	698
17PS 17" 1600•1280 .25 Green	672
20G 20" 1600•1280 .28	1054
GT800 20" 1600•1280 .30	**1198**
G810 21" 1600•1280 .25	**1348**
P 810 21" 1600•1280 .25	**1438**
PT 810 21" 1600•1280 .30	**1518**
P815 21" 1800•1440 .25	**1618**

* Monitor Viewable size may be smaller than advertised size

MOUSE

3-Button Mouse Microsoft Compatible	**$5**

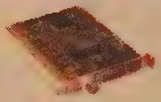
LOGITECH

First Mouse (Serial-2 Button)	**10**
Mouseman Serial (OEM)	**19**
Trackman	**65**

Microsoft

Microsoft Mouse Serial (w/System)	**$23**

NETWORKS



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intel inside

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- 540MB HDD (please see upgrades)
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- 2MB Display Memory
- Built-In Pointing Device
- Carrying Case
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- Built-in Sound Card and Speaker
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- FREE DOS 6.x
- CD-ROM / LI-ION Battery Option

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P5-120	$1,618	$1,858	$2,258
P5-133	$1,708	$1,948	$2,348

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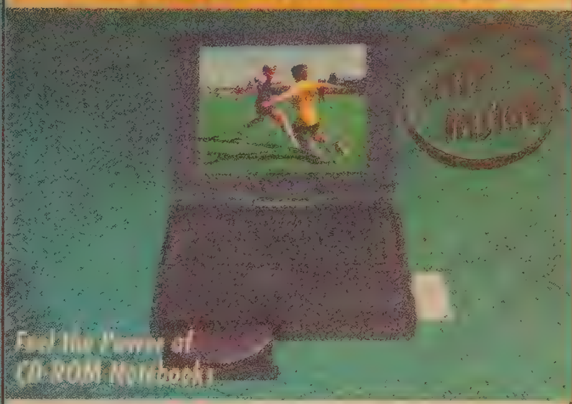

Feel the Power of CD-ROM Notebooks

STANDARD CONFIGURATIONS

- 16MB RAM (please see upgrades)
- 1.0GB HDD (please see upgrades)
- 6-Speed CD-ROM
- 1.44 Floppy Drive
- 2MB Display Memory
- Built-In Pointing Device
- 32-Bit PCI Bus
- Built-in Sound Card and Speaker
- NIMH Battery
- One Type III or Two Type II PCMCIA Slots
- FREE Microsoft Windows 95
- Mini Docking Station Option

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P5-166	$2308	$2858
P5-200	$2418	$2968

HI-TECH EXTRA VALUE UPGRADES

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PCMCIA LAN Adapter (10Base-T & Twist)	Add $110
Extra Battery Pak NiMH / 57.6W	Add $100 / 220
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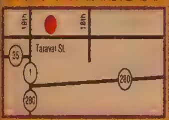

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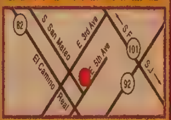

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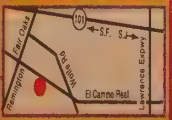

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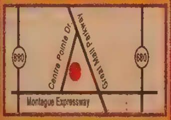

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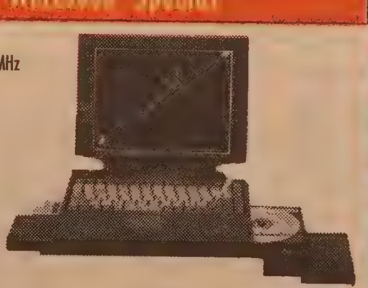

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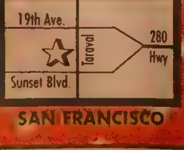

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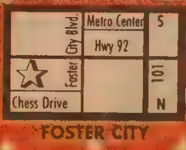

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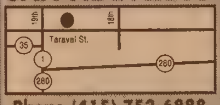

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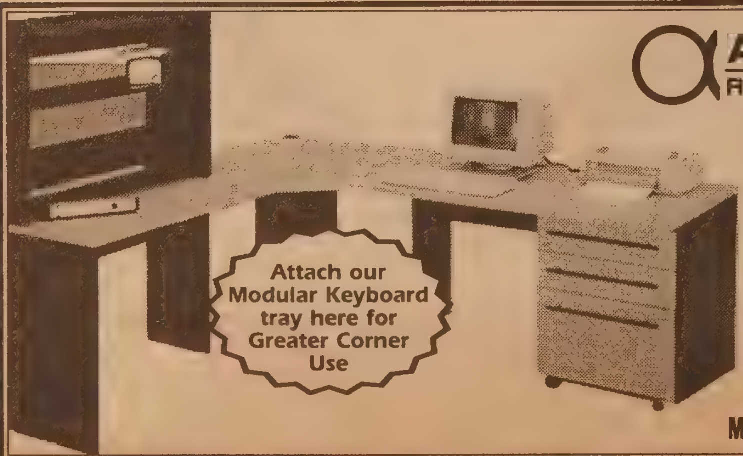

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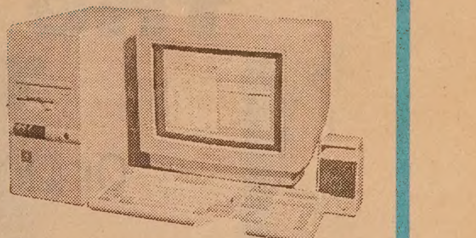

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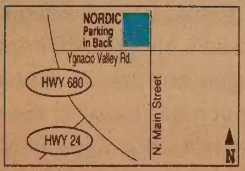

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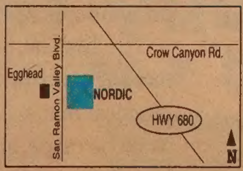

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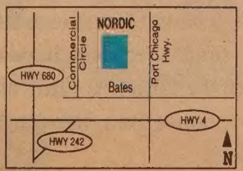

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

The Apple PC—Thinking The Unthinkable

Or Don't Blame The Messenger, It's Not My Fault

As readers of my columns in *PC Magazine* and elsewhere know, I've concluded that Apple will shortly roll out a PC clone of one sort or another for one obvious reason — to save the company.

The bigger question is what form this new product will take, not whether it will be done. Bill Gates has been spending far too much time at Apple for this *not* to occur. Apple's market share has been slipping, and as long as the market shares for PCs are lumped together with Macintoshes this slide will continue. The only way to defeat the trend is to bring out a PC clone.

The most recent rumors have it that at some point Apple will use the Exponential 533 MHz PowerPC chip and an emulator to make the fastest Windows machine on the market. This concept is slightly laughable for a number of reasons. Although emulation of the 68000 worked fine for the early PowerPC and the necessary backward compatibility as Apple transitioned from the 68000 family to the Power PC, let's not get carried away with this idea regarding Windows. Few Mac users realize that over time the PC architecture has evolved to be optimized for Windows. The video cards in particular are designed with Windows in mind. To shoehorn this onto a Mac is not practical.

A PowerPC running Windows 95 via X86 emulation also loses a generation as MMX hits the market. I seriously doubt that the MMX features can be incorporated into the emulation code quickly. In fact MMX may be part of a bigger strategy by Intel to stave off such a notion.

Also there is a marketing problem. A PowerPC Mac that *can* run Windows is a dual-purpose machine whether someone wants a dual-purpose machine or not. If I'm in the market for a Windows machine, why should I buy the extra functionality of Mac compatibility when I'm not interested in it? I know Mac users find it hard to believe, but most PC users have no interest in owning a Mac. With a dual-purpose machine I would immediately assume that I'm spending too much, no matter what the price. I'd also have compatibility suspicions.

Why Intel Inside?

On the other hand, if Apple rolls out a raw PC using an Intel Pentium, I can be assured of real compatibility and can be further assured that I'm not buying things I really do not want. While it's possible that a 533 MHz PowerPC (or even one faster) could be a fast Windows machine under emulation, you can be certain that because of the complexity of these chips that something wouldn't work at all. Some software or who knows what would simply not run. The skittish public would avoid the machine like the plague.

An Apple PC must be a standalone system—pure Windows 95 or OS/2 type-machine running an Intel (or AMD or Cyrix) chip. Apple cannot make the mistake of thinking that these machines are going to be sold to Apple Mac aficionados. A Mac user isn't interested in a PC and many never will be interested, ever. And it's doubtful that they would give a damn about an Apple PC as long as the Mac stayed on track. In fact, they might be convinced that the cash flow from an Apple PC should make enough easy profits to assure the Mac of a long life.

There is another argument for an Intel-based system. Over the years Intel has taken over most of the design R&D for the standard PC. Dell, Gateway and most of the others don't need to spend a nickel on serious PC board engineering. That's why they have such nice numbers in their annual reports. Apple spends a fortune, by comparison, on design.

The disadvantage to this is that if Intel ever pulled the plug on Gateway or Dell, the two companies would have some problems. For Apple, an Apple PC would be an ancillary money-maker. If Intel caused a problem, so what? Besides, the opposite would probably happen, and this is something Apple watchers should note. Intel wants to own the world. It would fall all over itself to make an Apple PC a huge success in hopes of getting Apple away from the PowerPC camp altogether. As far as Intel is concerned, these other chips should all disappear.

The biggest thing Apple has going for it is its brand name, and that's why an Apple PC would be a huge success. The actual naming of this machine, though, might be a problem, as I'm sure Apple insiders might argue for a machine called the Mac PC, which is just plain ludicrous. It should be named the Apple PC, plain and simple.

Apple can say that it makes Macs and PCs, and you can have either or both from the same manufacturer—Apple. Apple has done its best to design good-looking machines, and this will come in handy as it's more and more apparent that "good looking" machines sell better than ugly machines. This trend should benefit Apple.

Potential Downsides?

What are the downsides to an Apple PC? To Mac users it may turn out that the PC business for Apple would be so profitable that it would shelve the Mac altogether. Apple would deny this, for sure, but it is always a possibility.

Another downside is that instead of using a standard Intel design Apple would design its own PC, and the result would be a poor-performing oddball machine too expensive to compete.

I tend to fear this latter problem the most, as Apple might opt for a backplane design whereby a consumer could buy a card cage-type computer and throw in a CPU card from Intel, or a Mac card, or both. There is a certain appeal to this type of architecture, but it costs more money to design and more money to manufacture than just taking the Intel-designed motherboard and plopping it into an Apple case.

I also fear that Apple will try to do too much value-added to what should be a simple box. Marketing Macs to an audience of yuppies and artists who don't like fiddling with computers is not the same as selling clones to people who are used to problems. There are a lot of proud engineers at Apple who would like to put their imprint on Windows. They should avoid this desire.

The biggest mistake, though, that Apple can make is to *not* bring out an Apple PC. With the new practical managers at Apple I suspect this mistake won't be made, and we'll see an Apple PC this year. Hopefully they'll keep it simple and do it right. ■

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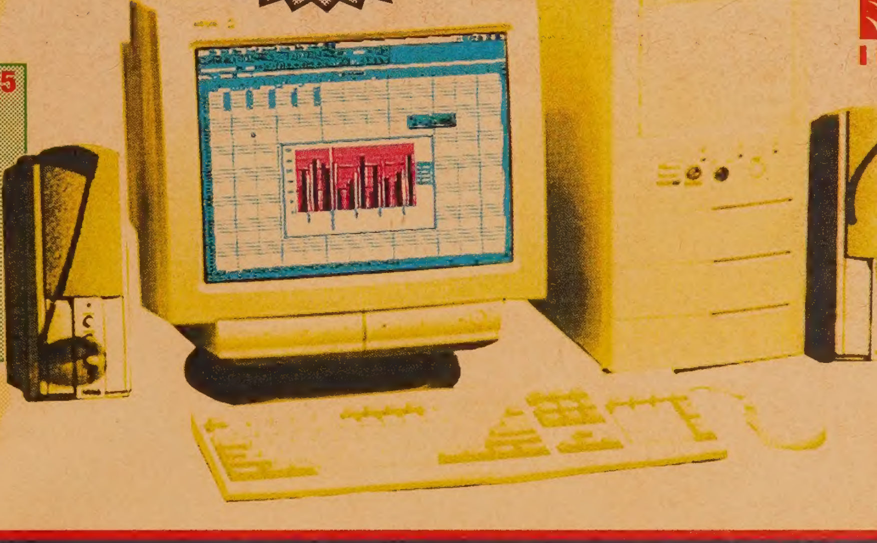

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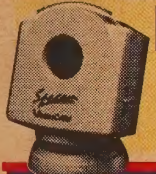

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